Board of Trade Journal

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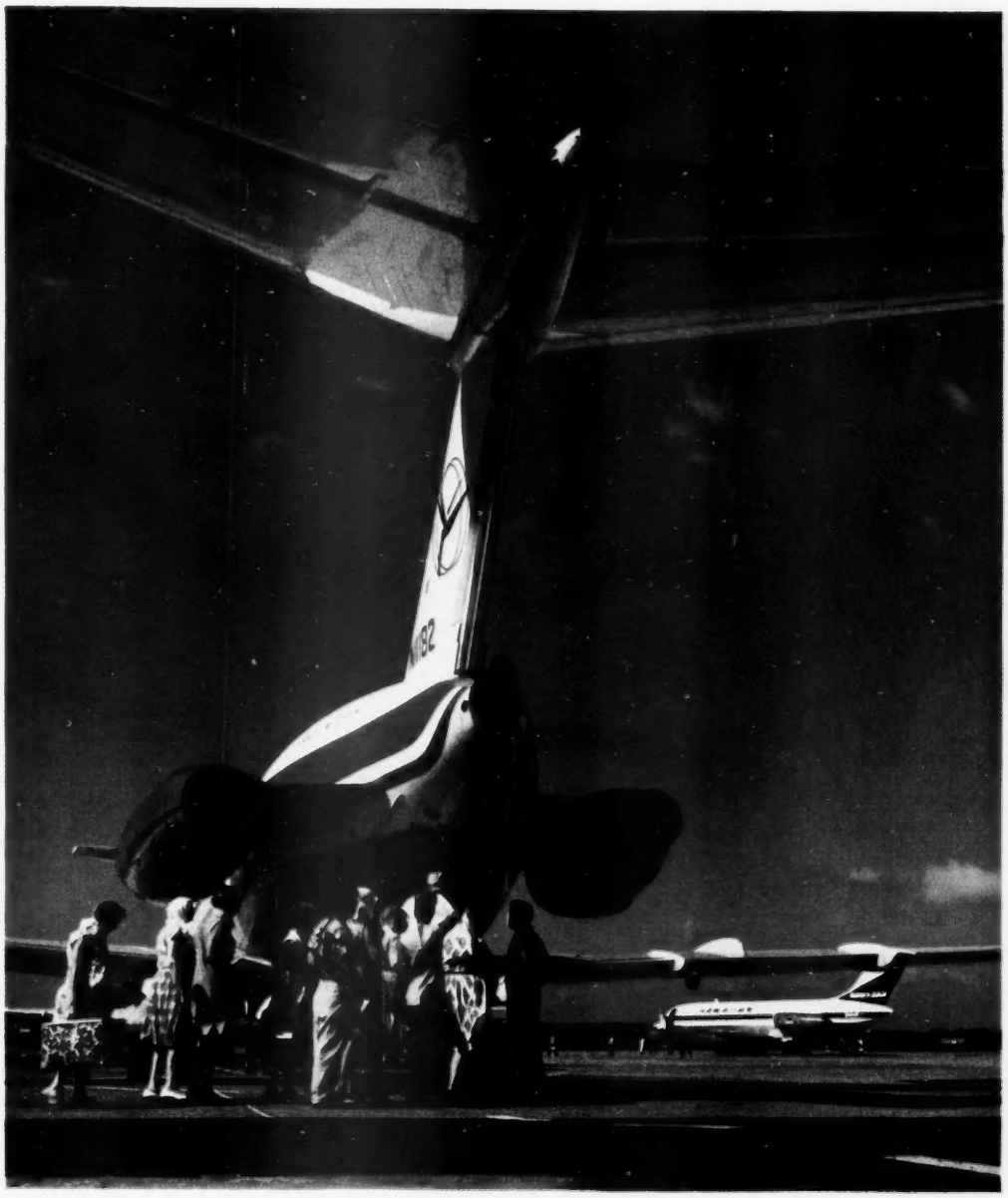

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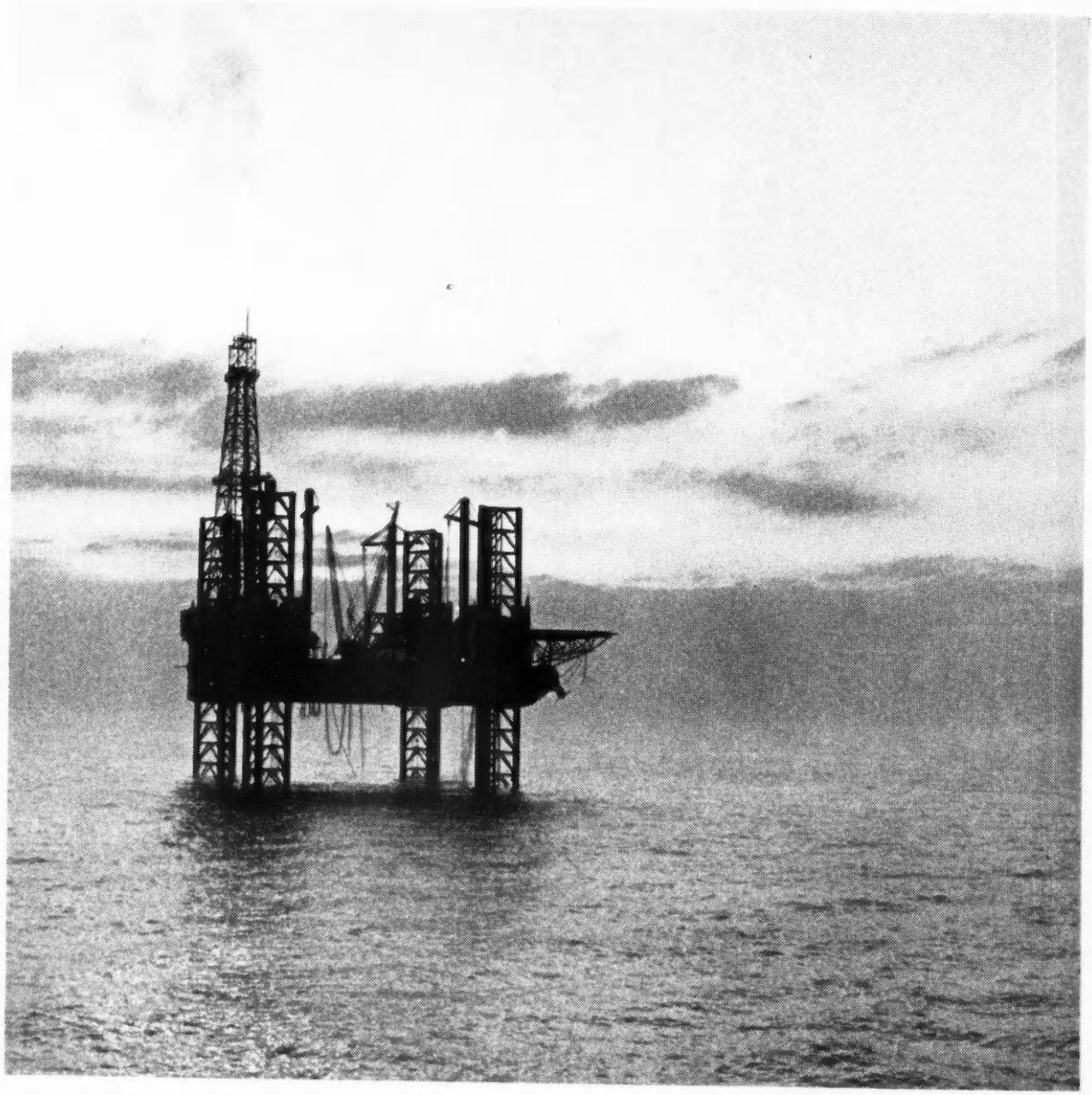

Natural gasworks!

This is ORION, now operating in the North Sea for the Gas Council-Amoco Group. ORION is drilling for natural gas —which makes it, in effect, a natural gas works. Quite a change from even the most recent idea of a gas works.

Through the participation of the Gas Council, British gas consumers have a direct stake in the result of the great search for gas under the North Sea. The Council also has the right to purchase supplies of gas found by other producers. The success which has already been achieved in the North Sea means that gas users, still benefiting from the effects of one revolution (the move from coal to oil for gas-making), are now on the brink of another, of a much more dramatic kind.

Natural gas could become the most important new source of wealth available to this country since the exploitation of coal launched the Industrial Revolution. So this sea-borne gas works is not just a new type of gas works, it is the beginning of . . .

. . . the new age of High Speed Gas

Board of Trade Journal

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Front cover photograph

Passengers go aboard a BAC 1-11 of Aloha Airlines in Hawaii. In the first 11 months of 1966 the British Aircraft Corporation delivered 74 BAC 1-11's, 61 for export, of which 52 went to the United States. The total value of exports of British aircraft to the United States during this period was over £50 million. The BAC 1-11 is powered by two Rolls-Royce SPEY engines: about one-fifth of all turbine-powered aircraft in airline service in the United States have Rolls-Royce engines, the company claims.

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EXPORTING TO THE UNITED STATES — 3

Opportunities for British industrial goods

This is the third in a series of six articles intended as guidance for the many British firms considering the United States as a market for their products and outlines some of the opportunities for industrial goods and defence equipment. In the case of the latter, these opportunities have recently been greatly enhanced by the Anglo-U.S. Defence Agreement of 1966.

MACHINERY IS NOW beating whisky and cars for first place in Britain's portfolio of exports to the United States. Machine tools, textile machinery, scientific instruments, electrical machinery, chemicals, aircraft engines, office machinery, tractors – all these categories of industrial goods have been doing very well. This is a healthy state of affairs, and there is clearly plenty of room for further expansion.

With the strains of the Vietnam war, delivery dates have lengthened and American industry is importing more than ever. The rate of increase in some fields is enormous. In the first eight months of 1966, for example, imports of non-electrical machinery rose by nearly half compared with the same period in 1965; the most striking individual rise was by metal-working tools, imports of which showed a rise of 136 per cent. British machines have a good name in the United States market. But customers require to be convinced that proper service, spares and technical support will be guaranteed to back up the product.

Machine tools

One of the most significant shortages in the United States market now is in machine tools, where the industry's own statistics show that deliveries are now longer than they have ever been. The industry-wide *average* is over 10 months. The situation has worsened in the past year and there is little sign of substantial improvement in the months ahead. While British machine tool makers' current delivery dates are fairly long, they are shorter than those of their American competitors in many cases.

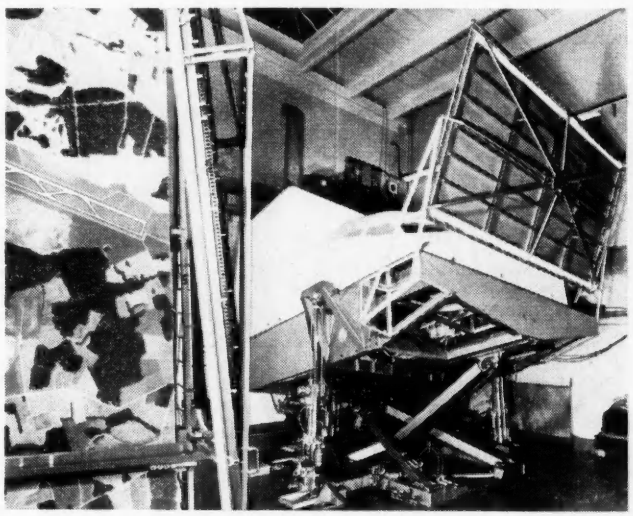
A number of British firms have been taking advantage of the opportunities. The Board of Trade are sponsoring joint venture stands at the Western Metal and Engineering Exhibition (WESTEC) in Los Angeles in March, and at the American Society of Tool and Mechanical Engineers' Show in Chicago in April. This will be the first participation in WESTEC, but the third in ASTME, where there were stands in 1964 and 1966. It is highly encouraging to report that the demand from British firms for space this year has so far outrun original expectations: the British stand at ASTME will be nearly four times its size in 1966.

Textile machinery

The United States textile industry has been booming for the past three or four years and has been undergoing large-scale re-equipment, estimated to cost nearly £1,000 million. To contribute to this re-equipment programme imports have been fairly substantial, and British exporters have done well. One-fifth of all imported textile machinery comes from Britain; the total rose 30 per cent from 1964 to 1965, and in the first nine months of 1966 shot up a further 65 per cent. The next big textile machinery show in Greenville, South Carolina, in 1968, will be a first-class opportunity to reinforce this success.

Aircraft components

Another of the major shortages in United States industry is in specialized components and materials for the aircraft industry, which has a large market for present-day jets to supply as well as programmes for the next generation of aircraft. Sub-contracting in the industry is widespread, and foreign sources may be considered.



GPS, General Precision Systems Ltd., of Aylesbury, are supplying a digital simulator with integral visual system as a complete 'package' unit, to American Airlines Inc. for installation at the airline's Fort Worth, Texas, training centre. The order, worth over £1 million, includes a BAC One-Eleven simulator, two colour visual flight attachments, and a GP4 digital computer. The second visual will be linked with a Boeing 727 simulator, manufactured by GPS's associated company in the United States. The picture shows a section of the model belt (left) and alongside it a BAC One-Eleven flight simulator with colour visual flight attachment.

Scientific instruments

British exports to the United States in this field have risen from $20.4 million in 1965 to $23.3 million in the first 10 months of 1966. British instruments have a good reputation, and some are being sold energetically by United States distributors. The market can be studied at the industry trade fairs such as:

Institute of Electrical and Electronic Engineers' Instrumentation Society of America.

or more specialized fairs like:

Federation of American Societies for Experimental Biology.

The Export Committee of the Scientific Instrument Manufacturers' Association and the Board of Trade can provide further information. Appropriate United States specifications must be met by imported items.

The above are only a few of the most obvious categories where opportunities exist.

United States defence procurement

Special opportunities for sales to the United States Department of Defense are offered by the agreement negotiated with the American authorities to offset part of the cost of the British

purchase of F-111 aircraft by United States purchases of defence equipment and supplies in Britain to a value exceeding $300 million.

In the normal way foreign bids for Department of Defense contracts are subject under the Buy American Act to a 6 per cent price differential in favour of American firms in addition to import duty (12 per cent if the United States bidder is in the area of high unemployment or classed as a small business). Since 1962, however, for balance of payments reasons a 50 per cent price differential exclusive of import duty has been imposed. Under the Offset Agreement provision has been made for the waiver of this discrimination if British bids are the lowest, and import duty would not be payable on successful British bids for such contracts. In order to take advantage of this opportunity, British bidders must offer equipment fully competitive in quality, price and delivery, and adhere to the stringent United States requirements as to form and specifications. The arrangements apply only to items which have been jointly identified by the British and American Governments for possible purchase. There are two ways of proceeding.

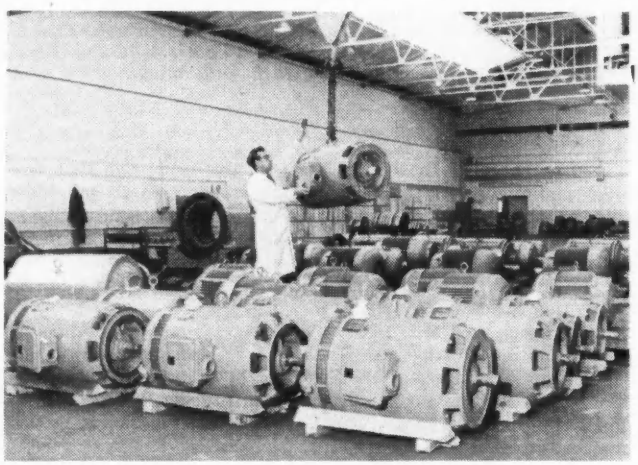
If a firm has good reason to think that one of its products might meet an American requirement, it should ask the British authorities to submit it to the United States for consideration. Applications should be made as follows:

For Naval equipment:
Director of Sales (Navy),
Old Admiralty Building,
Whitehall,
London, S.W.1.

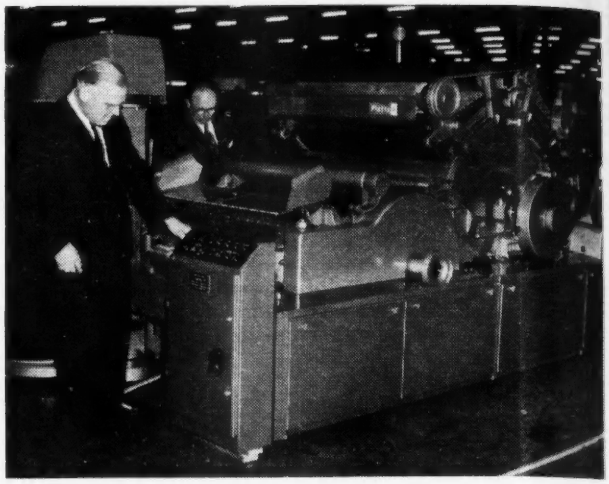
For Army equipment:
Director of Sales,
Army Department,
St. Christopher House,
Southwark Street,
London, S.E.1.

Aircraft, electronic and missile equipment:
Mr. D. J. Simpson,
EIR 2 (a),
Ministry of Aviation,
Castlewood House,
77/91 New Oxford Street,
London, W.C.1.

The United States Services also establish a list of equipment supplies on which British firms may be able to compete with American suppliers. After consulting with British firms the United Kingdom authorities will notify the Department of Defense of those which are capable and willing to compete. The firms will then be put on the United States bidders' list. There is much to be said for British firms approaching United States procurement officers and, in this, the pamphlet *Selling to the Military* (obtainable from the Superintendent of Documents, United States Government Printing Office, Washington, DC 20402, price 35 cents) is a useful guide.



A consignment of electric motors being prepared for despatch to the United States at the Yate, Bristol, factory of Newman Industries Ltd. A major exporter to the United States of standard motors up to 1,000 hp, recent shipments by Newmans have totalled about £300,000. Readiness to build their product to American specifications has been an important factor in the company's success in the market.



British exporters have benefited considerably from the expansion in the American textile industry. Platt Brothers & Co. Ltd., Oldham, for instance, won a $200,000 order for high production cotton carding machines. Seen here personally checking a similar unit to those exported to the United States is Mr. E. Lazenby (left), managing director of Platt Brothers & Co. Ltd., with the technical director, Mr. R. Nield. These machines have achieved productions of 100 lbs. an hour, and of the 1,200 or so that have been made most have been exported.

What machinery will sell?

It is difficult to generalize. Any machine that will do a job better, faster, more cheaply, will be considered. It is bound to be less convenient to buy an imported machine, so it must have a decisive advantage of price, technique or quality, if it is not unique. Study of import and export statistics will show categories of machinery in which the Germans, Japanese or others are beating the British, though they will not show why. Performance in other competitive markets, such as Europe, may give a clue to this. Competitive American machines may be seen at trade shows in Europe or perhaps in British or European factories. Trade journals may give other information. A visit to a trade show in the United States may be justified simply to see what the competition is. Deliveries will be a crucial factor, and design as well as performance must be right.

Preparation

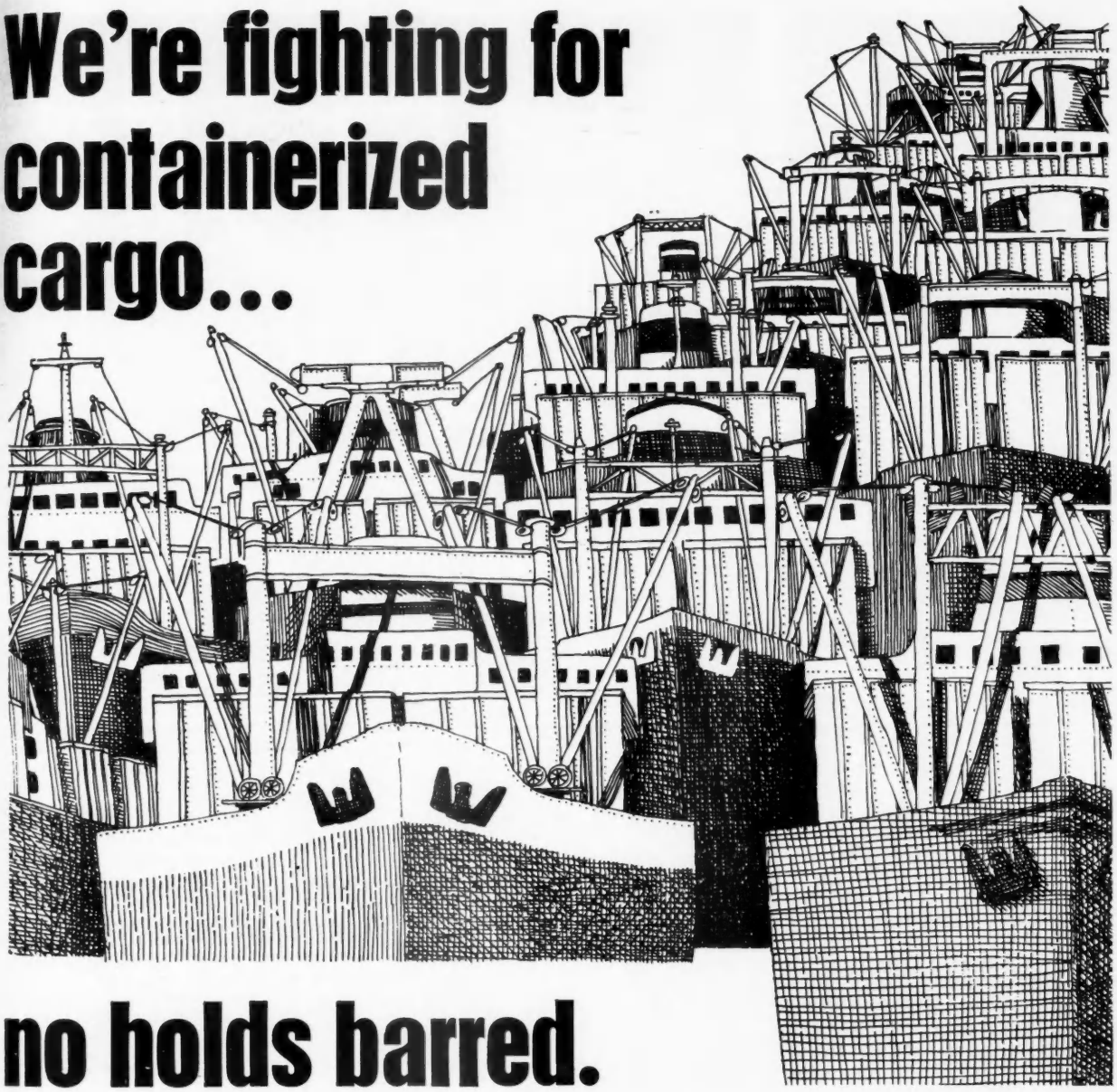
In industrial goods the United States market may have special requirements, e.g. in standards or safety. These can be checked beforehand through the Board of Trade. Literature must be suitable; American nomenclature may be different; the tariff may be crucial; when appropriate, prices must be watched for the possibility of running foul of the anti-dumping regulations.

Essentials for selling

With an industrial product of some sophistication the presentation must be equally sophisticated. The Americans have evolved a sales technique known as the 'presentation'. In this all the selling points of the product must be quickly and clearly brought out, without too much British understatement. Modern techniques must be used – perhaps colour movie film, first-class photographs, performance charts, tabulated data, etc. Sales literature should be of top quality, the salesman must be able to answer questions. For a first trip to the United States a company may do well to send the highest executive capable of a detailed presentation of the product. A low-level salesman may not have the standing or

(*Continued on page* 135)

We're fighting for containerized cargo...



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BALTIMORE

Maryland Port Authority, Moor House, 119 London Wall, London, E.C.2. Telephone: Metropolitan 8330. Cable address: BALTPORT, LONDON, E.C.2.—60 Rue Ravenstein, Brussels, Belgium. Telephone: 13.01.49. Cable address: MARPORT, BRUSSELS.

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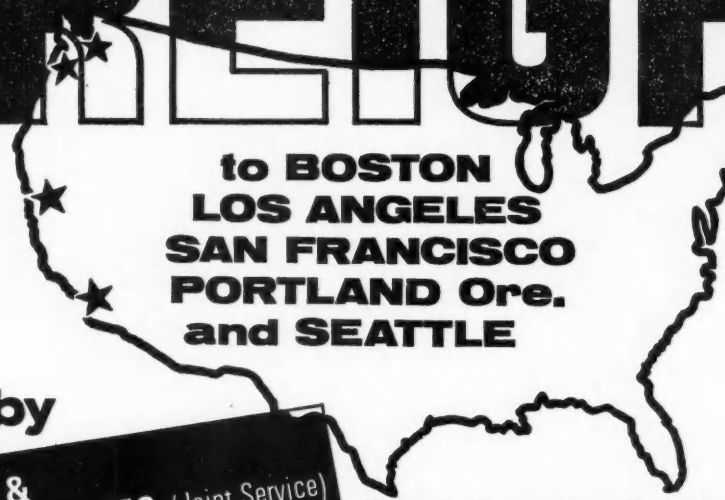

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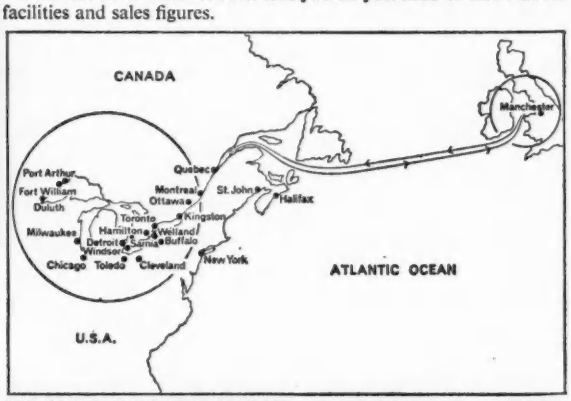

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authority to penetrate: a senior executive, imperfectly qualified to sell the product, may cut a poor figure in a highly professional market. Once the openings have been effectively made at a high level technicians can follow up.

Channels

The approach should be flexible until the right method of sale has been found. An agent or distributor, or several, may be needed, or a sales subsidiary. An American manufacturer may take on a foreign line complementary to his own. Licensing may, in some cases, be the solution, or local manufacture or part-assembly. Free-trade zones may be used for economical stocking, or even assembly. Other British firms, already established, may be able to help – for example, with warehousing.

Testing the market – trade shows

Board of Trade joint venture terms are very attractive. They are being used by many more British firm. Before 1966 scarcely any joint ventures took place in the United States: in 1966 there were British stands at ASTME, International Furniture and Woodworking Supply Fair, International Visual Communications Congress and the National Die Casting Exposition. Trade shows bring buyers from all over the United States and from other countries: agents are on the look-out for new lines, manufacturers for complementary ones. More can be learned at a show in a few days about the market and the competition than in any other way.

Future trends

Current areas of lively interest in the United States at the present are:

Air and water pollution control
Rapid surface transport
Next generation of aircraft
Prospects for the electric car
Automobile safety features

(*Continued on next page*)

EXHIBITING IN THE UNITED STATES

THIS YEAR the Board of Trade are collaborating with various trade associations in arranging an ever-increasing number of combined displays at exhibitions, fairs and congresses in the United States. Below is a list of such events during the coming months: arrangements for these have been completed, precluding additional exhibitors:

Display of Children's Wear: New York	January 5-17
National Motor Boat Show: New York	January 11-22
British Carpet Display: New York	January 15-20
British Carpet Display: Los Angeles	January 22-27
British Menswear Display: New York	February 13-17
British Jewellery Display: New York	February 26-March 1
International Toy Fair: New York	March 5-10
Western Metal and Tool Exposition: Los Angeles	March 13-17
Annual Conference and Exhibition of the National Association of Corrosion Engineers: Los Angeles	March 13-17
National Shoe Fair: New York	April 2-5
British Womenswear Display: New York	April 3-14
Exhibition of the United States National Association of Men's Sportswear Buyers Fall Market Week: New York	April 9-13
Tool Exposition (ASTME): Chicago	April 24-28

Companies interested in exhibiting at other forthcoming events would be well advised to contact their trade associations. Group exhibits can qualify for assistance under the Board of Trade Joint Venture Scheme, which provides free space and a stand and also contributes up to half the cost of collective advertising and travel costs for staff manning the stands.

Further information as to suitable events can be had from the Board of Trade, Overseas Trade Fairs Directorate, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2786).

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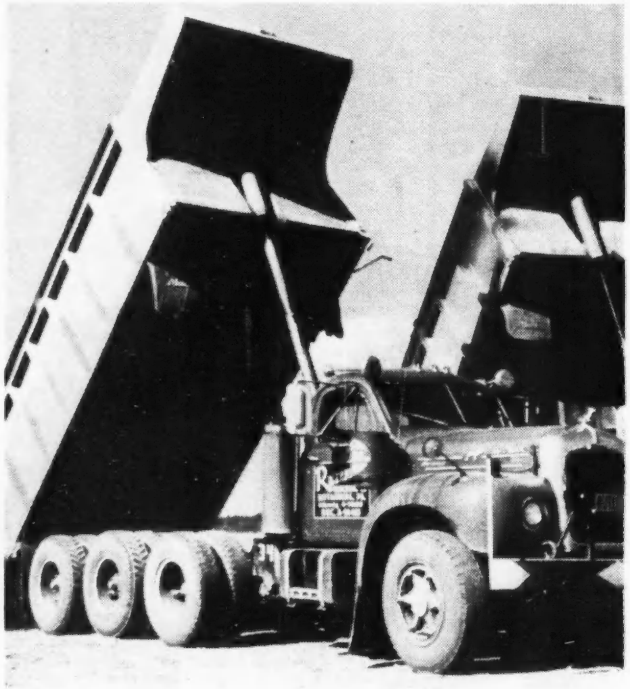

These Mack trucks on a site near Kittaning in the coal-producing region of Pennsylvania are fitted with Edbro 5SL single-ram front-of-body hydraulic tipping gears. The United States is an increasingly important outlet for British sub-assemblies and components, and provides a major market for Edbro Ltd., of Bolton, Lancs.

New building techniques
Traffic control in cities
Automation
Urban renewal
Containerization

There is an increasing tendency to sell systems rather than single items – in other words, complete processes with main and ancillary equipment, giving greater convenience to the customer though calling for more effort in installation and service by the supplier. Also, with improved communications, the United States buyer is willing to look further afield for his purchases, but at the same time expects a performance from the supplier comparable to what he gets from the American competitor. This may require considerable investment in the market and setting aside adequate production for it.

A challenge

Many fine British firms are selling industrial goods profitably in the United States. Some have set up substantial subsidiary operations of their own. If deliveries could be improved, British exports could rise substantially through this alone. *Virtually no British firm exhibiting at a United States trade fair recently has failed to reap satisfactory – sometimes spectacular – results, even on a first visit.* There is plenty of scope for many more, carefully prepared, energetic sales campaigns in the United States, by British firms of sufficient size, with a first-class product, prepared to adopt the United States market as a priority target. As a start call Export Intelligence.

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American trade literature

THE AMERICAN trade catalogues referred to on page 58 of the *Board of Trade Journal* of January 13 are available in the Board's Statistics and Market Intelligence Library at 35 Old Bailey, London, E.C.4, and not in the Board's headquarters library.

The Statistics and Market Intelligence Library has a good collection of American mail order catalogues, some of which are illustrated, and much other similar material to help the exporter. It is open from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 330 for foreign trade directories, 368 for general inquiries and statistics, and 374 for trade catalogues and mail order catalogues. Telex: 25977, answer back code BOTHILLGATE).

The Library of the United States Information Service in London, also referred to in the same article, has now been closed down.

Prime Minister and Foreign Secretary begin EEC discussions in Rome

MR. HAROLD WILSON, the Prime Minister, and Mr. George Brown, the Foreign Secretary, had talks with Signor Aldo Moro, the Italian Prime Minister, and his colleagues in Rome on January 16. This was the beginning of the series of discussions with heads of government of the countries of the European Economic Community announced in Parliament by the Prime Minister on November 10, 1966. The next visit will be to Paris on January 24-25.

Before returning to London on January 17, the Prime Minister and the Foreign Secretary were received in audience by His Holiness the Pope.

Inauguration of the Eurocontrol Air Traffic Control Experimental Centre

ON JANUARY 17 Mr. Roy Mason, Minister of Defence (Equipment) and President of Eurocontrol, the Permanent Commission of Ministers of the European Organization for the safety of Air Navigation, together with M. Edgard Pisani, French Minister of Equipment, inaugurated the Eurocontrol Experimental Centre at Bretigny-sur-Orge, near Paris, the first international air traffic control experimentation and evaluation establishment in Europe.

Mr. Mason and M. Pisani were assisted by M. Rene Bulin, Director-General of the Eurocontrol Air Traffic Services Agency.

Amongst the audience, who were given a demonstration of an air traffic control simulation exercise by the personnel of the Experimental Centre, using its powerful air traffic simulator, were the Ministerial colleagues of Mr. Mason and M. Pisani on the Eurocontrol Permanent Commission, and other representatives of the seven member states of Eurocontrol (i.e. Federal Republic of Germany, Belgium, France, Ireland, United Kingdom, Luxembourg and the Netherlands), and of the States which have entered into co-operation agreements with the Organization, as well as representatives of other international organizations, of European industry and of aviation.

The Experimental Centre's air traffic control simulator is the first of its size in Europe. It was constructed and installed by a consortium of European electronic firms, and is designed to make a major contribution to the common aim of the Eurocontrol community of providing improved air traffic services over Europe.

UK/ECSC Council of Association meets

THE 16TH MEETING of the Council of Association between the High Authority of the European Coal and Steel Community and the Government of the United Kingdom was held in Luxembourg on January 13.

M. Albert Coppe, Vice-President of the High Authority, led the High Authority and presided at the meeting. Mr. Richard Marsh, Minister of Power, led the United Kingdom delegation and the United Kingdom was also represented by Lord Brown, Minister of State (Overseas) at the Board of Trade, Lord Robens, Chairman of the National Coal Board, and Sir Cyril Musgrave, Chairman of the Iron and Steel Board.

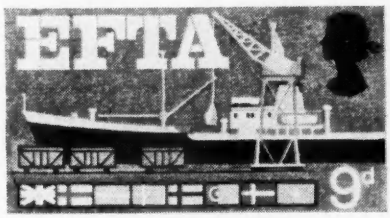
The Council exchanged views on developments in the coal and steel industries in the United Kingdom and in the Community since its last meeting, and the United Kingdom Delegation explained the nature and purpose of the proposals, now before Parliament, for the nationalization of the United Kingdom iron and steel industry. Both sides reaffirmed the importance they attached to the continuance of the close contractual links between the United Kingdom and the Community, which they regarded as being of mutual benefit.

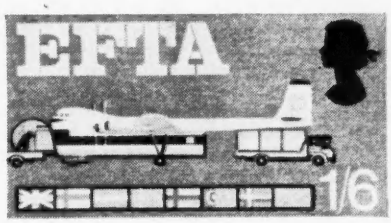
OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of this issue.

New EFTA free trade stamps

THE MOVEMENT of trade within the European Free Trade Association (EFTA) is the theme of the 9d. and 1s. 6d. stamps which will be issued on February 20 to mark the achievement of free trade within EFTA. The 9d. stamp shows a dockside scene, with a ship loading from railway wagons, whilst the 1s. 6d. depicts an aircraft being loaded from road vehicles. The flags of the member countries are shown on both stamps which are double normal size and have HM the Queen's silhouette portrait in black.





The 9d. stamp is printed in eight colours – red, brown, yellow, dark blue, light blue, green, lilac and black. The 1s. 6d. is in nine colours – red, brown, yellow, dark blue, light blue, green, purple, grey and black.

The space documentation service

THE ATTENTION of United Kingdom firms is invited to this service, established jointly by the European Space Research Organization (ESRO), and the European Space Vehicle Launcher Development Organization (ELDO) with Eurospace as a co-sponsor, which makes available in Europe results of technical and scientific effort in the aerospace field. The input material is derived mainly from the United States National Aeronautics and Space Administration and national and international organizations in Europe. Two complementary services are provided: a reference service in which bibliographies on specific subjects are compiled by the use of a computer and a document reproduction service through which microfiches or photo-copies of documents can be obtained. The reference service includes selective dissemination of information (SDI) facilities whereby the original bibliography is updated monthly.

A booklet about the SDS is obtainable free of charge from: The Science Research Council, Space Research Management Unit, State House, High Holborn, London, W.C.1, or from the Technical Information and Library Service, Ministry of Aviation, Block A, Station Square House, St. Mary Cray, Orpington, Kent.

BTA spotlight on Canada

A SURVEY OF Canadian tourist trends was undertaken in 1966 for the British Travel Association to discover why, although more Canadian visitors come to Britain every year, the United Kingdom is having to work harder to maintain its share of the market. It showed that Canadians of British origin tend to spend most of their European holiday in Britain: those originating from other European countries also tend to spend most of their time in their 'mother lands'. But in recent years there has been a growing tendency among these two groups of Canadians to visit countries other than those where they were born or where their families live, and the attractions of Britain are in open competition with those of other European countries.

Britain's biggest attractions are historic associations, pageantry and tradition; the countryside and good hotels, accommodation and sanitary conditions. Although most Canadian-born travellers include a visit to Britain in their European holiday there is a minority which gives the country a 'miss' because of the weather or because it is not 'different' enough. But London remains the most popular European centre, and Britain is still considered the best base.

In 1965 Britain attracted 175,000 Canadian visitors – 15,000 more than in 1964 and 122,000 more than in 1955. These Canadian visitors spent approximately £13 million in Britain (1966 statistics are not yet available).

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 3.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.18	Barium hydroxide . .	As in previous column .	May 4, 1967	6167
29.04	3, 6-Dimethyloct-4-yne-3, 6-diol.	3, 6 Dimethyl-4-octyne-3, 6 diol.	December 31, 1967	6928
29.13	Flumethasone . .	As in previous column .	December 31, 1967	6958
29.15	Biphenyl-2, 2¹-dicarboxylic acid.	2:2¹-Diphenic acid . .	December 31, 1967	3588
39.01	Poly (ethylene terephthalate) in the forms covered by Note 3 (b) of Chapter 39, containing not more than 2·5% by weight of titanium dioxide.	Linear polyester based on dimethylterephthalate and monoethyleneglycol.	December 31, 1967	6933

Application for the renewal of an existing drawback scheme for textiles

THE BOARD OF TRADE give notice that they are considering an application for the continuation after July 6, 1967 of drawback facilities for imported woven textile fabrics when used to upholster furniture for export.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than February 8, quoting reference number TIP 7604/62/3.

Consideration of mergers by the Board of Trade

IN CARRYING OUT their responsibilities under the Monopolies and Mergers Act, 1965 the Board of Trade announce that, on the information at present before them, it is not their intention to refer the following four proposed mergers to the Monopolies Commission under the provisions of that Act:

(a) Acquisition by the British Petroleum Company Ltd. of the chemical and plastics interests of the Distillers Company Ltd.
(b) ICI/CIBA and Ilford Ltd.
(c) The Leyland Motor Corporation and the Rover Company Ltd.
(d) Acquisition of Yardley and Company Ltd. by British American Tobacco Co. Ltd.

The Board of Trade announced last year that they proposed to publish their decisions in respect of mergers which they have considered under the Monopolies and Mergers Act, 1965. Previously the Board of Trade had publicised their decisions only in those cases where a merger had been referred to the Monopolies Commission. This announcement covers the 13th and 14th under the revised procedure.

GKN—Birfield Ltd.

MR. DOUGLAS JAY, President of the Board of Trade, has accepted the conclusion of the Monopolies Commission that the merger between Guest, Keen & Nettlefolds Ltd. and Birfield Ltd. does not operate and may not be expected to operate against the public interest.

The Commission's Report was published on January 17 as a Command Paper (Cmnd. 3186). Copies are available from HMSO bookshops, price 4s. (by post 4s. 6d. from HMSO, PO Box 569, London, S.E.1).

Notes: The Board of Trade announced on July 12, 1966, that they had referred the proposed merger to the Monopolies Commission for investigation and report under the Monopolies and Mergers Act 1965. At the same time the Board said that they did not propose to make use of their powers to hold up the merger or to impose conditions upon its completion during the period of the Commission's investigation. The Commission was required to report within six months.

The Report was received by the President of the Board of Trade on December 22, 1966.

Appointment of another inspector for Third Lanark Athletic Club Limited

THE BOARD OF TRADE in pursuance of the powers conferred on them by Section 165(b) of the Companies Act, 1948, have appointed the Hon. Henry Shanks Keith, QC, of 33 Heriot Row, Edinburgh, 3, to act as inspector with Mr. John Moncrieff Turner, OBE, CA, to investigate the affairs of The Third Lanark Athletic Club Limited. (Mr. J. M. Turner was appointed inspector on June 15, 1966).

Scottish TUC deputation sees Mr. Mallalieu

A DEPUTATION from the Scottish TUC, led by Mr. W. McLean, chairman of the General Committee of the Scottish TUC, saw Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, on January 10 to discuss policy relating to the participation of independent airlines in air services between Scotland and England.

Mr. Mallalieu undertook to consider the points the deputation put to him, but reserved the Board of Trade's position in regard to any appeals which might reach them on this subject.

Industrial estate's first occupant

THE FIRST FACTORY on the Lyon Group's Balmore Industrial Estate, Possil, on the northern outskirts of Glasgow, will start functioning this week when George Ballantine & Son Ltd., a member of the Hiram Walker Group, move into their new 10,000 sq. ft. sales, storage and distribution centre. The estate was established last year. In addition to George Ballantine & Son, 12 other companies, including an American engineering concern, are taking factories and warehouses totalling more than 150,000 sq. ft., and negotiations are currently in hand with a further 10 firms whose total requirements amount to some 120,000 sq. ft.

Lloyd Menswear expand in N. Ireland

TO MEET GROWING demand both in the United Kingdom and export markets, Lloyd Menswear Ltd. are increasing production of their dressing-gowns in Northern Ireland. Hitherto the production of their dressing-gowns has been centred upon their factory in London, but they will now cut, machine, press and finish dressing-gowns completely in Northern Ireland. Planning permission has been obtained for a seven-storey extension to Lloyd Menswear's factory in Derry, and the firm's production director, Mr. S. L. Freeman, will be moving from London to Northern Ireland for several months to supervise the expansion.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 127, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Ext.* 2653-6) *and not to Her Majesty's Stationery Office.*

The Capital Allowances (Relevant Grants) Order, 1966

THE ABOVE Order was made on December 20, 1966. Under Section 35 of the Finance Act, 1966, the Treasury may prescribe certain grants as 'relevant' with the consequence that capital expenditure in respect of which a grant is paid will be disqualified from investment and initial allowances for tax purposes. The relevant grants so prescribed in the Order are the investment grants made by the Board of Trade under Part I of the Industrial Development Act, 1966, and also grants towards the cost of acquiring and improving fishing vessels. Where these grants are made, the expenditure on which they are calculated will not receive initial or investment allowances. This follows the Government's intentions as set out in paragraph 18 of the White Paper 'Investment Incentives' (Cmnd. 2874).

Capital gains and corporation taxes

THE FINANCE ACT, 1966, made certain changes in these taxes. In consequence the Inland Revenue publications *Capital Gains Tax* and *Corporation Tax*, already in use, require some amendment. Leaflets explaining the necessary amendments and additions to these publications are available from the offices of HM Inspector of Taxes. Taxpayers who wish to receive a leaflet should ask for: Capital Gains Tax leaflet 560 (1966) Insert and/or Corporation Tax leaflet 570 (1966) Insert.

Safety of pleasure craft

MR. DOUGLAS JAY, President of the Board of Trade, is seeking the co-operation of local authorities, harbour and river authorities, and the police in an effort to prevent accidents to pleasure craft, and to ensure the safety of passengers.

Five thousand letters have just been sent to the authorities by Mr. J. P. W. Mallalieu, Minister of State at the Board of Trade, suggesting lines of action.

Ways in which Mr. Jay thinks the authorities can help come under two categories:

(1) **For ships carrying more than 12 passengers**

(a) in assisting the Board of Trade in the detection of such vessels operating without a passenger certificate, or in contravention of passenger certificate conditions.

(b) by acquainting the general public with the requirement that ships carrying 12 or more passengers must hold a Board of Trade passenger certificate.

To assist the authorities the Board of Trade will in future give all appropriate authorities particulars of passenger certificates issued.

(2) **For ships carrying 12 or fewer passengers**

(a) in reviewing their powers to regulate pleasure boats plying for hire, to see if they are sufficient, and to use them to the full advantage in the interests of safety.

(b) in attaching conditions to local licences covering seaworthiness of the vessel, passenger capacity, competency of crew, safety appliances, and limits of operations.

(c) in considering the need for further measures of inspection and enforcement of regulations made.

The Board of Trade is considering representations asking for pleasure craft to be insured for passenger and third party liabilities.

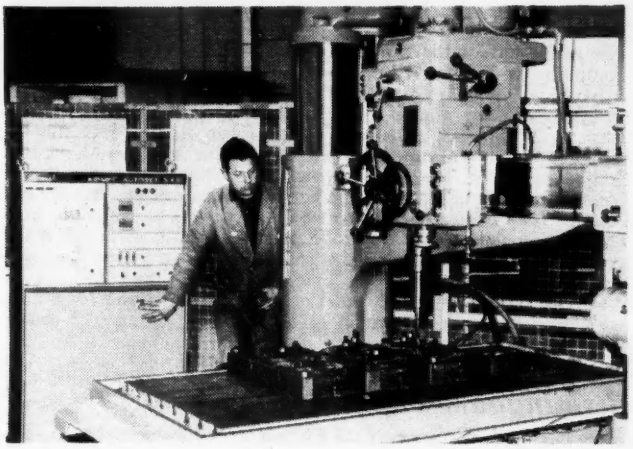
The letter acknowledges the considerable concern felt over the danger to bathers and others of fast-moving boats, and draws attention to the powers authorities have to regulate their use.

The sending of the letter to local authorities is the second step by Mr. Douglas Jay to draw attention to the need to ensure the safety of pleasure craft and those who use them. Last August he appealed to the public for help in the Board of Trade's efforts to prevent accidents, by asking them when embarking on a boat carrying more than 12 passengers, to check that the vessel has a valid Board of Trade Passenger Certificate.

Combined organization for shipbuilders and repairers

THE SHIPBUILDING CONFERENCE, the Shipbuilding Employers' Federation, and the Dry Dock Owners' and Repairers' Central Council have announced their intention of uniting to form one national organization for British shipbuilders and repairers.

The name of the combined organization is to be Shipbuilders' and Repairers' National Association, and it is expected to commence operations early in May.



The new Sunderland factory of the Birmingham Engineering Company, Charles Winn & Co. Ltd., recently started production. Seen at the factory are valve bodies being drilled on a new Richmond tape controlled machine.

The increasing complexity of the problems, especially over recent years, has shown that, in representing the interests of the industry, commercial and labour relations aspects are essentially bound together.

The reorganization of the industry following the Geddes Report and involving intensive consultations, especially with the Government and the Trades Unions, has emphasized the need for a consolidated organization which will be able more effectively to represent the whole industry.

Furniture Development Council appointments

FURTHER TO THE announcement of December 22 the President of the Board of Trade has now formally reappointed Mr. Roger Falk as chairman of the Furniture Development Council.

Mr. Caspar Brook and Mrs. Jean Robertson have been reappointed as independent members of the Council until December 31, 1968.

The Board of Trade have also made the following reappointments to the Council:

To represent the interests of persons carrying on business in the industry:

Mr. D. Head Mr. P. G. Levin Mr. D. A. Walker	until December 31, 1967
Mr. L. W. L. Alston, AMIBE, AFICD Mr. G. Fergusson Mr. W. Johnston, FCWA Mr. A. Moore	until December 31, 1968

To represent the interests of persons employed within the industry:

Mr. A. G. Tomkins, CBE Mr. A. J. Darvill Mr. A. C. Porter Mr. R. S. Shube Mr. G. E. Amos Mr. J. R. Shanley	until December 31, 1968

To represent marketing and distribution interests:

Mr. J. Barclay Jacobs	until December 31, 1968

The Board of Trade have also appointed Mr. J. Heapy to be a member of the Council as a representative of the interests of persons employed in the industry, until December 31, 1968, in succession to the late Mr. E. S. Taylor.

East European Trade Council established

THE PRESIDENT of the Board of Trade was asked in the House of Commons on January 17 if he would make a statement about the proposal to set up an East European Trade Council. In reply, Mr. Douglas Jay said, 'I have today signified my approval of the establishment of an East European Trade Council. This has the full support of the Association of British Chambers of Commerce, the Confederation of British Industries, the British National Export Council, the Russo-British Chamber of Commerce and the London Chamber of Commerce. The council's purpose is to stimulate trade with the countries of East Europe (including the USSR) and it will work closely with the organizations already active in the field, supporting and supplementing their work.'

Mr. Alexander Ross, chairman of United Dominions Trust Ltd., has agreed to act as chairman of the Council, which will consist of 23 members.

Birmingham Chamber's mission to East and Central Africa

ON JANUARY 22 a strong trade mission from the Birmingham Chamber of Commerce leaves for East and Central Africa with the sponsorship of the British National Export Council. Leader of the group, which numbers 20, is Mr. K. S. Bailey, Barclays Bank DCO special representative for the Midlands. Countries to be visited include Uganda, Kenya, Tanzania, Malawi and Zambia.

This mission will be away for a full month (return date February 23) so as to allow adequate time in each territory. It is a hard-selling mission and is being warmly welcomed by the various High Commissions concerned, although at the group's request social engagements are being kept to a minimum.

BNEC state that, apart from Rhodesia, Britain's trade with Commonwealth Africa remains unaffected by political developments, and there are great opportunities in these new countries for British manufacturers prepared to get out there and sell. In 1966 our exports to Malawi went up 85 per cent; to copper-rich Zambia, a much bigger market, they increased 65 per cent. There is no reason why this trend should not continue.

Rhodesia's position as chief supplier to nearby African countries has been affected, leaving gaps for others to fill. Purposeful competition from Germany, Italy, France, Japan and the United States is making itself felt in spite of the advantages Britain enjoys, such as language, measurement and money systems, and a still-surviving orientation towards all things British.

Britain's total exports to the West, Central and East African countries amount to about £225 million sterling per annum. But the buying power of these countries is increasing rapidly, and if we are to retain our percentage share of the market we need to increase our trade.

The Birmingham Chamber of Commerce Mission represents a wide range of industry, with emphasis on equipment needed for the implementation of various national development and industrialization plans. This includes engineering and electrical plant; equipment for the automotive, gas chemical and plastic industries, prefabricated housing, construction equipment and tools; hospital supplies and convenience foods for industrial caterers; agricultural equipment from grain storage plants to matchets. Consumer goods include not only fancy jewellery, but range from Instant Coffee to non-stick saucepans to car licence holders, which is an indication of the sophisticated new African buying power created by industrialization.

Last year's Clothing Trade Mission to Zambia, Kenya, Uganda and Malawi, organized by BNEC Africa, has to date booked orders worth nearly half a million pounds sterling.

Prizes for overseas marketing case histories

THE OFFER of £1,000 in prizes to be given by the Royal Society of Arts for the four best outlines of overseas marketing case histories was announced in the *Board of Trade Journal* of January 6. Further details are given herewith.

Entries may be submitted by any British firm, but the prize money for the winning entries will be awarded on the understanding that it will be distributed among those members of the firms concerned who were most closely connected with the winning case histories. A suitably engraved silver medal of the Society will be awarded to the successful firms.

An individual employee may submit an entry, but it must be accompanied by a written declaration from the company accepting the general conditions set out below and giving permission for the submission of an entry. The silver medal will not be given in the case of individual awards.

General conditions

Entries will be accepted only on the understanding that the information they contain may, at the Society's discretion, be published and made available to teaching institutions for educational purposes. Fictitious names for the firm and products will be substituted in the published information if the winning competitor so wishes.

Entries must be original. They should not exceed 5,000 words in length and must be typed in double spacing on quarto paper. They should be sent to the secretary of the Society not later than April 30, 1967.

The following information must preface each entry:

(*a*) the name of the company and its status (public or private, independent or part of a local group, etc.);
(*b*) the position held in the firm by the competitor;
(*c*) a brief summary of the full case history.

If possible the submission should include some account of the following matters:

(*a*) an indication of the standing and experience of the people, salesmen, managers, etc., concerned with the product and their approximate salary levels;
(*b*) the quantity and/or value of the goods concerned: cost of advertising efforts, cost of market research, etc., giving particulars of the actual market(s) covered;
(*c*) the time taken to plan and execute the ideas discussed;
(*d*) a description, where possible, of the organizational structure of the business, with particular reference to the channels of responsibility for the design of the commodity, its manufacture and sale overseas, for personnel and organization, for the programming and timing of the operations, and for any other relevant operations.

The Society reserves the right to withhold any or all of the prize money if, in the opinion of the judges, the entries do not reach a sufficiently high standard.

Judging

The entries will first be assessed by a panel of experts appointed by the Society, but the final judgment will be made by Mr. C. F. Carter, MA, Vice-Chancellor, University of Lancaster, and Mr. Peter Ford, MA, CIMechE, AMIEE, chairman, Institute of Export.

ECGD opens Bedford office

THE Export Credits Guarantee Department has opened a new office in Bedford to provide better service to exporters in the counties of Bedford, Cambridge, Huntingdon, Norfolk and Suffolk. These counties were previously serviced by ECGD's North London office. The new office is at Heron House, 49-51 Goldington Road. (Tel. Bedford 58798).

The opening of the Bedford office is in line with ECGD's policy of taking credit insurance to the exporter. During the past four years five new branches have been opened, bringing the total to 19.

Patents endorsed 'Licences of Right'

UNDER SECTION 35 of the Patents Act, 1949, the following Patents were endorsed 'Licences of Right' on the dates specified:

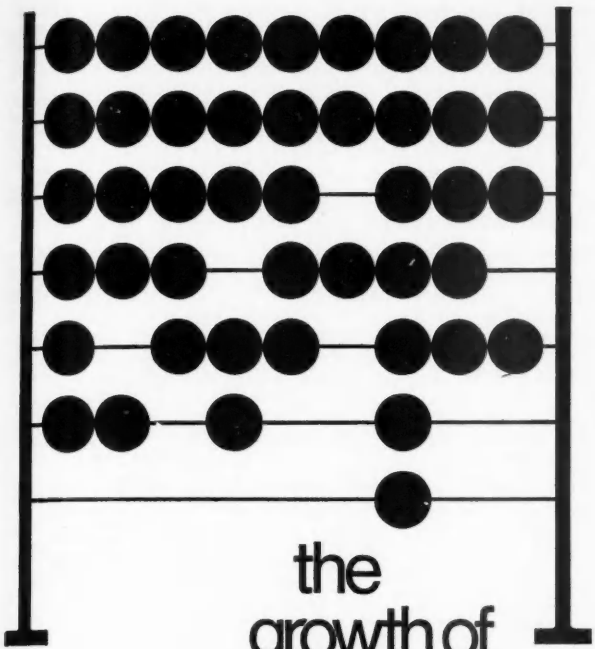
December 14, 1966

908,941	Commissariat a L'Energie Atomique	Preparation of uranium silicide articles.
910,564	Commissariat a L'Energie Atomique	Cooling system for nuclear reactors.
911,199	Commissariat a L'Energie Atomique	Translatory movement control devices.
935,050	Agfa Aktiengesellschaft	Colour radiography.
971,617	Glaverbel	Protection of glass during the thermal treatment thereof.
997,434	Glaverbel	Apparatus for melting products such as glass and method of working the same.
1,013,928	The Glacier Metal Company Limited	Apparatus for detecting when a cyclically moving part reaches a predetermined temperature.
1,031,043	Societe Anonyme des Ateliers de Secheron	Semi-conductor devices.

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which the claimant is interested from granting licences under the patents, may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

GORDON GRANT,
Comptroller.

The Patent Office.



the growth of an idea

For many years now Barclays Bank has been building up its structure, a structure unique in world banking and based upon two distinct principles. The old private banks which combined to form Barclays provided the foundation for a system of Local Head Offices, which puts much of the day-to-day control of affairs into the hands of local people. At the same time the Bank has established a group of companies around it to provide in Scotland, in France, in the Mediterranean, in Africa, in the West Indies and in California a banking service comparable to that of the parent company, now Britain's largest bank.

This system of decentralisation through Local Head Offices has its parallel in Barclays' fourteen specialised foreign branches, and in the Branches of Trustee and Income Tax departments throughout the country. Overseas, Barclays is decentralised, too. Branch managers can deal with practically any banking question on the spot; but if they have to refer to higher authority, they need only get in touch with their Local Directors, be they in Cardiff or Capetown, Liverpool or Lagos, rather than with a remote Head Office in London.

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Associated Companies: United Dominions Trust Limited Bank of London and Montreal Limited Banque De Bruxelles S.A. Banco Del Desarrollo Economico Espanol (Bandesco)

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LIVERPOOL	:	CENTRAL 2185
MANCHESTER	:	BLACKFRIARS 2010/8974

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RESALE PRICES ACT, 1964

Ban on resale price maintenance

THE Registrar of Restrictive Trading Agreements has issued the third list (reproduced below) of classes of goods in respect of which the Restrictive Practices Court has refused to make an order directing that they shall be exempted goods for the purposes of the Act (i.e. goods exempted from the ban on resale price maintenance).

The purpose of the list is to show that certain classes of goods have, from the dates specified therein, no longer been exempt from the provisions of Sections 1 to 4 of the Act notwithstanding the fact that they appeared in (or were included in wider classes appearing in) the Registrar's lists of classes of registered goods. Goods falling in any of these classes therefore ceased, as from the specified dates, to be exempt from the ban on the maintenance of minimum resale prices.

The list, although required by the provisions of the Act, is purely informative; the changes in the position of the goods under the Act came into force with the Court's declarations.

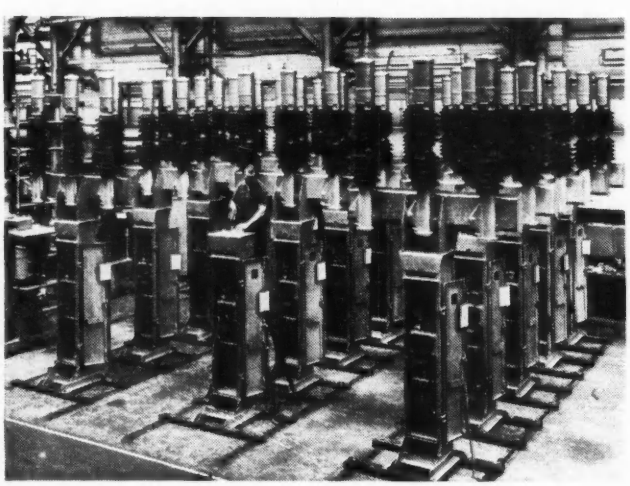
For convenience, the list comprises all classes of goods in respect of which the Court has made declarations up to the end of 1966. It therefore includes all of the classes which have appeared in previous lists. Classes now listed for the first time are those for which the date of the Court's declaration is shown as October 28, 1966, or later.

Notes:

The Resale Prices Act, 1964, provides for a ban on the maintenance of minimum resale prices and of measures to enforce them, but also makes provision for exemption from the ban to be granted by Order of the Restrictive Practices Court. Suppliers who wished to continue maintaining minimum resale prices were required to register their goods between August and November 1964, and all goods so registered are regarded as exempt until such time as the Court makes a declaration in respect of them. The Registrar has published six lists comprising nearly 500 classes of registered goods; all the classes appearing therein are required to be referred to the Court.

So far, the Registrar has caused to be issued some 120 notices of reference to the Court covering over three-quarters of the listed classes. During the period November 30, 1965 to December 21, 1966, the Court made 54 declarations refusing to make Orders directing that goods shall be exempted goods for the purposes of the Act, and the list now issued shows the 137 classes of goods covered by those declarations. In all these cases the Court's decision was taken because the registered suppliers decided not to contest the proceedings. No contested cases have yet been heard.

The Registrar proposes to issue further lists of this kind, three or four times a year as the need arises, and intends that, for as long as practicable, they shall continue to be cumulative (i.e. including classes from earlier lists). Previous lists were issued on April 8 and August 12, 1966.



A group of 22,000-volt circuit-breakers destined for export to Greece awaits final inspection at English Electric's Stafford works. Their shipment completes an order for a total of 88 units for Athens Public Power Corporation.

List No. 3 of classes of goods the subject of declarations by the Restrictive Practices Court under Section 5

The Registrar of Restrictive Trading Agreements in pursuance of Sub-section (5) of Section 6 of the Resale Prices Act, 1964, hereby publishes the following list of classes of goods in respect of which the Restrictive Practices Court has refused to make an Order directing that they shall be exempted goods for the purposes of the Act.

In this list 'the Brussels Nomenclature' means the Convention on Nomenclature for the Classification of Goods in Customs Tariffs (Cmnd. 1070).

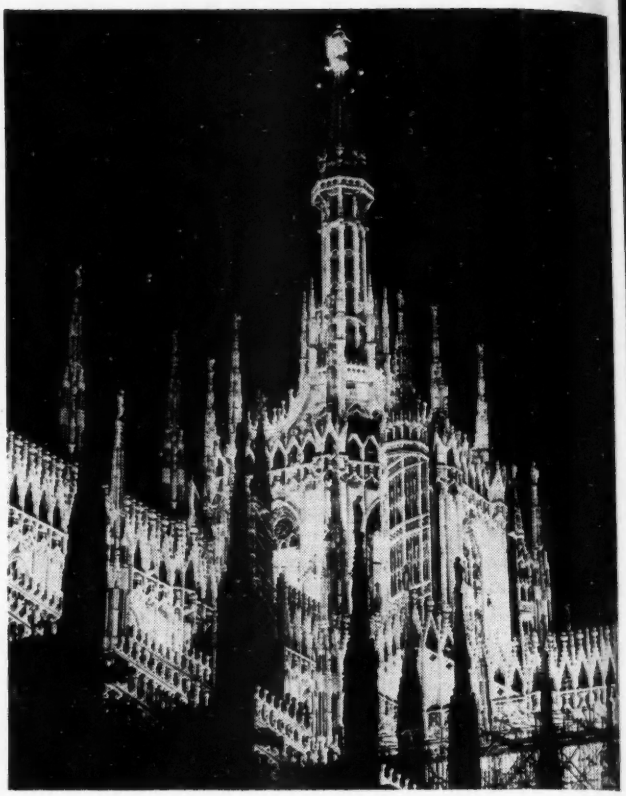
This list includes all classes of goods in respect of which the Court has made declarations up to December 31, 1966; classes in relation to which the date of declaration is shown as July 28, 1966, or earlier also appeared in List 2.

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of declaration by the Restrictive Practices Court
Prepared foods for invalids or diabetics within headings 04.02.19.02 or 21.07 of the Brussels Nomenclature	March 28, 1966
Lavender plants within heading 06.02 of the Brussels Nomenclature	December 21, 1966
Flower, vegetable and grass seeds of a kind used for sowing and supplied in branded packs, within headings 07.05 or 12.03 of the Brussels Nomenclature	November 30, 1965
Stabilized wheat germ within heading 11.02 of the Brussels Nomenclature	March 28, 1966
Dried lavender within heading 12.07 of the Brussels Nomenclature	December 21, 1966
Arachis oil, maize oil and olive oil for culinary or pharmaceutical use within heading 15.07 of the Brussels Nomenclature.	March 28, 1966
Food, drink and cooking preparations, specially prepared as aids to slimming diets, the following: Biscuits, coffee drink powder, soups, artificial sweetening tablets and liquid, sucrose-based sweetening compounds, powdered preparations for adding to milk or water, vegetables oil for use in cooking, all within headings 15.07, 19.08, 21.02, 21.05 or 21.07 of the Brussels Nomenclature	March 28, 1966
Biscuits specially prepared for diabetics within heading 19.08 of the Brussels Nomenclature	March 28, 1966
Concentrated fruit drinks (including fruit squashes and comminuted fruit drinks) within headings 20.06, 21.07 or 22.02 of the Brussels Nomenclature	December 21, 1966
Fruit juices (excluding grape must), whether or not containing added sugar, but unfermented and not containing spirit, within heading 20.07 of the Brussels Nomenclature	December 21, 1966
Mixtures of raspberry vinegar and olive oil within heading 21.04 of the Brussels Nomenclature	March 28, 1966
Artificial sweeteners within heading 21.07 of the Brussels Nomenclature	March 28, 1966
Whipping agents for use in the bakery, confectionery and catering trades within heading 21.07 of the Brussels Nomenclature	March 28, 1966
Royal jelly, being extract of queen bee honey, within heading 21.07 of the Brussels Nomenclature	December 2, 1966
Non-alcoholic cordials and black beer within headings 21.07 or 22.02 of the Brussels Nomenclature	December 21, 1966
Waters, including spa waters and aerated waters, within heading 22.01 of the Brussels Nomenclature	December 21, 1966
Wine of fresh grapes (including vermouths and other wines flavoured with aromatic extracts) within headings 22.05 or 22.06 of the Brussels Nomenclature	March 28, 1966
Wines obtained by fermentation other than of fresh grapes, black beer (including black beer blended with wine), within heading 22.07 of the Brussels Nomenclature but not including cider or perry	March 28, 1966
Cider and perry; both within heading 22.07 of the Brussels Nomenclature	October 28, 1966
Spirits, liqueurs and other spirituous beverages, compound alcoholic preparations (known as 'concentrated extracts') when in packings for retail sale for the manufacture of beverages, within heading 22.09 of the Brussels Nomenclature	March 28, 1966
Cider vinegar; within heading 22.10 of the Brussels Nomenclature	October 28, 1966
Lubricants and lubricating preparations specially prepared for use on or with sewing machines within headings 27.10 or 34.03 of the Brussels Nomenclature	October 28, 1966
Butane and propane gases, other than fuel prepared for mechanical lighters and imitation candles, within heading 29.01 of the Brussels Nomenclature; steel cylinders for liquefied petroleum gas within heading 73.24 of the Brussels Nomenclature.	May 26, 1966
Hormones for inhibiting or promoting the growth of crops or plants within heading 29.39 of the Brussels Nomenclature	May 26, 1966
Compound fertilizers in branded packs, within heading 31.05 of the Brussels Nomenclature	November 30, 1965
Surface active preparations and washing preparations specially prepared for use in dairies; de-fatters, de-scalers and detergents prepared for use on farms; all within heading 34.02 of the Brussels Nomenclature	May 26, 1966
Surface active preparations and washing preparations specially prepared for use in hospitals; both within heading 34.02 of the Brussels Nomenclature	July 28, 1966
Preserving, hydrating and soaking solutions for contact lenses, all classified under heading 34.02 of the Brussels Nomenclature; outfits comprising such solutions together with wallets classified under heading 42.02, portable hydrating contact lens carriers classified under heading 39.07 and mirrors classified under heading 70.09 of the Brussels Nomenclature	December 21, 1966

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of declaration by the Restrictive Practices Court
Fungicides; nematocides; molluscicides; rodenticides; weed killers; herbicides in aerosol form; disinfectants, insecticides and insect repellents prepared for veterinary use or for use in farms, dairies or gardens; all within heading 38.11 of the Brussels Nomenclature	May 28, 1966
Disinfectants, insecticides and insect repellents other than those prepared for veterinary use or for use in farms, dairies or gardens; all within heading 38.11 of the Brussels Nomenclature	July 28, 1966
Materials and equipment for use by hairdressers in the permanent waving of hair the following:	
Curlers and rollers of aluminium or wood; rubber protectors; rubber tubing; muslins of cotton; pad storage tins; pads of exothermic powder; spatulas of wood; bar clips of aluminium; clips, smoothing pins, trays and lids, dripping jars and formers, of plastic; sponges of foam plastic; all within headings 38.19, 39.07, 40.09, 40.14, 44.25, 44.28, 55.09, 73.40 or 76.16 of the Brussels Nomenclature; and cases and containers for any of the foregoing when sold therewith	December 2, 1966
Carbon paper in rolls or sheets; plastic carbon film; all within headings 39.01 and 48.07 of the Brussels Nomenclature	March 28, 1966
Gate handles of plastic material with steel spring for use with electric fencers within heading 39.07 of the Brussels Nomenclature	December 2, 1966
Articles of artificial resins and plastic materials classified under heading 39.07 of the Brussels Nomenclature, the following:	
Portable hydrating contact lens carriers	December 21, 1966
Inflatable mattresses, airbeds, pillows, cushions, water wings and swimming rings of rubber, rubber fabric or plastic within headings 39.07 or 40.14 of the Brussels Nomenclature	July 28, 1966
Flexible doors of rubber or plastic material, reinforced with cotton cloth, with steel frames; within headings 39.07, 40.14 or 62.05 of the Brussels Nomenclature	July 28, 1966
Paper or paperboard, cut to size or shape, and articles of paper or paperboard, for office use; index tabs, signals and eyelets of plastic, paper, leather or textile material for use therewith; all within headings 39.07, 42.05, 48.15, 48,21 and 62.05 of the Brussels Nomenclature	March 28, 1966
Prize cups in sterling silver or silver plate, with or without plastic plinths; trophies of wood with base-metal figures or shields; all within headings 39.07, 44.27, 71.13 or 83.06 of the Brussels Nomenclature	December 2, 1966
Rubber solution within heading 40.06 of the Brussels Nomenclature	July 28, 1966
Manifolds, adaptors, connectors, clips and hose for use with liquefied petroleum gas equipment, within headings 40.09, 73.18, 73.20, 74.07, 74.08 or 76.07 of the Brussels Nomenclature	May 26, 1966
Accessories for pneumatic tools or for attachments therefor, the following:	
Rubber backing-pads; rubber sanding-pads; wool bonnets; polishing buffs; sheets, bands, discs, plates and rolls of any material coated with natural or artificial abrasive powder or grain; wobble washers; all within headings 40.14, 59.17, 68.06 or 73.32 of the Brussels Nomenclature	October 28, 1966
Carrying cases for field glasses within heading 42.02 of the Brussels Nomenclature	February 14, 1966
Handbags of nylon mesh with leather outer material and metal frames within heading 42.02 of the Brussels Nomenclature	December 21, 1966
Cases for musical instruments, drum and tympani covers, within headings 42.02, 44.27 or 62.05 of the Brussels Nomenclature	June 28, 1966
Wood surrounds for use with steel windows within heading 44.23 of the Brussels Nomenclature	January 13, 1966
Articles of wood for office use, the following:	
Book racks; invoice holders; shelves; trays and waste bins; wall tables; all within headings 44.27 or 44.28 of the Brussels Nomenclature	July 28, 1966
Articles of wood for domestic use, the following:	
Bedside table attachments; book racks; safety gates for nursery furniture; shelves; wall tables; all within headings 44.27 or 44.28 of the Brussels Nomenclature	December 2, 1966
Tents; tent poles and pegs; flysheets and groundsheets for use in camping, within headings 44.28, 62.04, 73.40 or 76.16 of the Brussels Nomenclature	December 8, 1966
White household paper in rolls; within heading 48.01 of the Brussels Nomenclature	December 21, 1966
Greaseproof paper in rolls and sheets; greaseproof paper bags; all within headings 48.03 or 48.16 of the Brussels Nomenclature	December 21, 1966
Carbon and other copying papers (including duplicator stencils) and transfer papers – cut to size, whether or not put up in boxes; within heading 48.13 of the Brussels Nomenclature	March 28, 1966
Letter paper, writing blocks, envelopes, letter cards, plain postcards, correspondence cards; boxes, pouches, wallets and writing compendiums, of paper or paperboard, containing only an assortment of paper stationery; all within headings 48.14 and 48.15 of the Brussels Nomenclature	March 28, 1966
Registers, exercise books, notebooks, memorandum blocks, order books, receipt books, binder (loose-leaf or other), file covers and other stationery of paper or paperboard, album and book covers, of paper or paperboard; all within heading 48.18 of the Brussels Nomenclature	March 28, 1966
Paper or paperboard labels, whether or not printed or gummed; within heading 48.19 of the Brussels Nomenclature	March 28, 1966
Paper serviettes; within heading 48.21 of the Brussels Nomenclature	December 21, 1966
Tape for use with laundry marking machines, within heading 58.05 of the Brussels Nomenclature	July 28, 1966
Ties and bow ties, knitted or woven, within heading 60.05 or 61.07 of the Brussels Nomenclature	March 28, 1966
Handkerchiefs within heading 61.05 of the Brussels Nomenclature	March 28, 1966
Bed linen, table linen, toilet linen and kitchen linen within heading 62.02 of the Brussels Nomenclature, excluding covers designed for domestic electric blankets	May 26, 1966
Safety helmets for motor cyclists, within heading 65.06 of the Brussels Nomenclature	March 28, 1966
Glassware of a kind commonly used for table, kitchen, toilet or office purposes, for indoor decoration or for similar uses, within heading 70.13 of the Brussels Nomenclature; stands and handles of base metal designed for such glassware	November 30, 1965
Laboratory, hygienic and pharmaceutical glassware, the following:	
Vacuum insulated glassware within heading 70.17 of the Brussels Nomenclature	December 21, 1966
Articles of sterling silver, the following:	
Ashtrays, tankards, candlesticks, candelabra, siphon stands, cocktail shakers, ice buckets, wine coolers, cigarette boxes, penknives; all within headings 71.12 or 71.13 of the Brussels Nomenclature	December 2, 1966
Tableware of sterling silver; cabinets, canteens and cases when sold therewith; all within heading 71.13 of the Brussels Nomenclature	December 2, 1966
Windows (including french windows) of steel and parts and accessories therefor within heading 73.21 of the Brussels Nomenclature	January 13, 1966
Steel chain slings within heading 73.29 of the Brussels Nomenclature	July 28, 1966
Paraffin heating and cooking appliances, smoothing irons, lamps and lanterns; parts there of and shades for paraffin lamps and lanterns, classified under any heading of the Brussels Nomenclature; ovens for use with paraffin cooking appliances; conversion units for adapting central heating systems to oil-burning; blow lamps; all (unless the contrary is stated) within headings 73.36, 73.37, 73.38, 73.40, 74.17, 74.19, 76.15, 82.04 or 83.07 of the Brussels Nomenclature	October 28, 1966
Equipment for operation by liquefied petroleum gas, the following:	
Heating, cooking and lighting equipment; parts thereof classified under any heading of the Brussels Nomenclature; stands and reflectors therefor; fire-lighting pokers: boiling equipment; laboratory burners; carbon dioxide generators; imitation candles; all (unless the contrary is stated) within headings 73.36, 73.38, 73.40, 74.17 or 83.07 of the Brussels Nomenclature	May 26, 1966
Buckets for melting cable and pipe jointing compound; pots for melting lead within headings 73.38 or 73.40 of the Brussels Nomenclature	December 21, 1966
Cigarette boxes, and ashtrays of the table, desk or pocket type, of iron or steel, copper or nickel, or alloys thereof, when silver plated; all within headings 73.38, 73.40, 74.18, 74.19 or 75.06 of the Brussels Nomenclature	December 2, 1966
Articles for table use, of iron or steel, copper, aluminium or of alloys based on copper, nickel or aluminium, when silver plated, excluding stands and handles specifically designed for glassware; all within headings 73.38, 74.18, 75.06 or 76.15 of the Brussels Nomenclature	December 2, 1966
Wall tables of steel, within heading 73.40 of the Brussels Nomenclature	July 28, 1966
Accessories for use with electric fencers, being steel fence posts, seven-stranded copper wire, insulators, strainers and reels and neon testers; all within headings 73.40, 74.10, 85.22 or 85.25 of the Brussels Nomenclature; spare and replacement parts for electric fencers classified under any heading of the Brussels Nomenclature	December 2, 1966
Articles of nickel silver, the following:	
Candelabra, candlesticks, cocktail shakers, ice buckets, siphon stands, tankards and wine coolers; all within headings 74.18 or 75.06 of the Brussels Nomenclature	December 2, 1966
Articles of pewter, the following:	
Platters; chalices; coffee pots; bowls; jugs; salt and pepper shakers; sauce boats and trays; cigarette boxes; goblets; decanter labels; tankards; all within heading 80.06 of the Brussels Nomenclature	December 2, 1966
Stainless steel hand garden tools with wooden handles, the following:	
Spades; forks; trowels; hoes; cultivators; edging irons; rakes; widgers; all within heading 82.01 of the Brussels Nomenclature	July 28, 1966
Mechanical hedge trimmers (other than those with self-contained electric motor), sheep shearers and animal clippers, electrically-operated, engine-driven or hand-operated; flexible shafts, ball bearing shafts, drive dog assemblies, hand pieces, heads, combs, plates and belt guards for use therewith; parts of the foregoing classified under any heading of the Brussels Nomenclature: petrol-driven power units for sheep shearers and hedge trimmers; hand shears for animal clipping; all (except where otherwise stated) within headings 82.01, 82.13, 84.06, 84.28, 84.63 or 85.07 of the Brussels Nomenclature	December 2, 1966
Hand tools for threading and tapping within heading 82.04 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	October 28, 1966
Non-mechanical hand-operated domestic implements of base metal, when silver-plated, having the character of tools and designed for use in kitchens or in the serving of food or drink; all within heading 82.04 of the Brussels Nomenclature	December 2, 1966
Equipment for operation by liquefied petroleum gas and accessories therefor, the following:	
Blow torches; soldering irons; soldering attachments and bits; branding irons; chicken incinerators; burner attachments; extension tubes; all within headings 82.04, 84.14 or 84.50 of the Brussels Nomenclature	May 26, 1966
Interchangeable tools for pneumatic tools within heading 82.05 of the Brussels Nomenclature	October 28, 1966
Interchangeable threading and tapping tools and tool holders therefor for hand tools, for machine tools or for power-operated tools, within headings 82.05 or 84.48 of the Brussels Nomenclature	October 28, 1966
Table knives, spoons, forks, fish-eaters, butter-knives, ladles and similar tableware when silver plated; cabinets, canteens and cases when sold therewith; all within headings 82.09 or 82.14 of the Brussels Nomenclature	December 2, 1966
Base metal fittings, mountings, racks and the like, the following:	
Drawer runners; key control equipment and parts, including parts classified under any heading of the Brussels Nomenclature; all (unless the contrary is stated) within heading 83.02 of the Brussels Nomenclature	July 28, 1966
Filing cabinets, racks, sorting boxes, paper trays, paper rests and similar office equipment—of base metal, not designed to stand on the floor, but excluding document trays designed as fittings for safes or for fire-resisting files, cabinets or trolleys—within heading 83.04 of the Brussels Nomenclature	July 28, 1966
Crown corks, within heading 83.13 of the Brussels Nomenclature	March 28, 1966
Carburettors and carburation conversion kits for operation with liquefied petroleum gas, within heading 84.06 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	May 26, 1966
Compressed air motors within heading 84.08 of the Brussels Nomenclature; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	October 28, 1966
Pneumatic tools (including pumps) designed for industrial use, mining or civil engineering, and accessories therefor, within headings 84.10, 84.21, 84.45, 84.48 or 84.49 of the Brussels Nomenclature; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	October 28, 1966
Portable and semi-portable air compressors driven or capable of being driven by a prime mover, within heading 84.11 of the Brussels Nomenclature; spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	October 28, 1966
Electric air humidifiers and room air conditioners within heading 84.12 of the Brussels Nomenclature	May 26, 1966
Syringes and sprayers for distributing and applying insecticides, fungicides, herbicides and nematocides; all within heading 84.21 of the Brussels Nomenclature	May 26, 1966
Garden sprinklers within heading 84.21 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	December 2, 1966
Lifting loading or unloading machinery, the following:	
Portable jib cranes, travelling trolleys manually and power operated, power operated chain hoists (suspension and travelling type), power operated wire rope hoists blocks (suspension and travelling	

(*Continued on next page*)

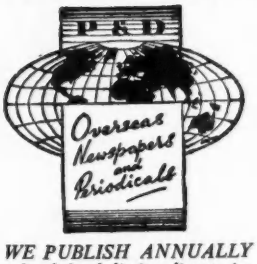
Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of declaration by the Restrictive Practices Court
type), power operated chain blocks, lever pull-hoists, chain and wire rope wall hoists, lifting trucks (manually operated) and pneumatic hoists, and winches within heading 84.22 of the Brussels Nomenclature and spare and replacement parts for the above mentioned types of machinery classified under any heading of the Brussels Nomenclature	July 28, 1966
Laundry sheet feeding machines, within heading 84.22 of the Brussels Nomenclature	July 28, 1966
Lawn mowers (including rotary grass cutters) within heading 84.25 of the Brussels Nomenclature	May 26, 1966
Electrically-operated egg-cleaning machines within heading 84.28 of the Brussels Nomenclature	December 2, 1966
Laundry marking machines, within heading 84.35 of the Brussels Nomenclature	July 28, 1966
Hand operated domestic knitting machines within heading 84.37 of the Brussels Nomenclature	October 28, 1966
Sewing machines, furniture specially designed for sewing machines and sewing machine needles within heading 84.41 of the Brussels Nomenclature	October 28, 1966
Parts and attachments, other than needles, for sewing machines including parts and attachments within heading 84.41 or any other heading of the Brussels Nomenclature	October 28, 1966
Typewriters (including automatic typewriters with tape punches), other than typewriters incorporating calculating mechanisms; automatic push-button paragraph selectors; all within headings 84.51 or 84.55 of the Brussels Nomenclature	February 14, 1966
Calculating machines; accounting machines and cash registers incorporating a calculating device; all within heading 84.52 of the Brussels Nomenclature	February 14, 1966
Hectograph and stencil duplicating machines within heading 84.54 of the Brussels Nomenclature	February 14, 1966
Valves for pneumatic tools within heading 84.61 of the Brussels Nomenclature	October 28, 1966
Valves, regulators, taps and cocks for the control of liquids or gases; all within heading 84.61 of the Brussels Nomenclature	December 21, 1966
Pulley blocks within heading 84.63 of the Brussels Nomenclature and parts thereof classified under any heading of the Brussels Nomenclature	July 28, 1966
Electric motors (including those known as 'Transmitters') designed for use solely or principally as parts of or attachments to sewing machines, within heading 85.01 of the Brussels Nomenclature	October 28, 1966
Electric power units for use with sheep shearing machines; transformers for use with agricultural or horticultural machinery; all within heading 85.01 of the Brussels Nomenclature; parts of such transformers classified under any heading of the Brussels Nomenclature	December 2, 1966
Primary dry batteries within heading 85.03 of the Brussels Nomenclature	March 28, 1966
Electric fencers; control panels and control units for electric fencers; adaptors for use with animal dehorners; all within heading 85.19 of the Brussels Nomenclature	December 2, 1966
Electric ozonators within heading 85.22 of the Brussels Nomenclature	May 26, 1966
Insulated electric cable, for use with electric hedge trimmers, fitted with connector or connectors at one or both ends within heading 85.23 of the Brussels Nomenclature	December 2, 1966
Baby carriages within heading 87.13 of the Brussels Nomenclature	October 28, 1966
Inflatable boats, dinghies and surf riders, of rubber fabric or plastic within headings 89.01 or 97.06 of the Brussels Nomenclature	July 28, 1966
Sunglasses within heading 90.04 of the Brussels Nomenclature	December 21, 1966
Binoculars and field glasses and eye-piece shields therefor, within heading 90.05 of the Brussels Nomenclature; rubber rain guards therefor classified under heading 40.14 of the Brussels Nomenclature	February 14, 1966
Spotlights (other than for vehicles) operated by liquefied petroleum gas; accessories therefor; both within heading 90.13 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	May 26, 1966
Balances of a sensitivity of five centigrammes or better, with or without their weights, within heading 90.15 of the Brussels Nomenclature; and spare and replacement parts therefor classified under any heading of the Brussels Nomenclature	December 21, 1966
Animal dehorners within heading 90.17 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	December 2, 1966
Thermorecording balances and differential thermal analysis equipment within heading 90.28 of the Brussels Nomenclature, and parts thereof classified under any heading of the Brussels Nomenclature	December 21, 1966
Clocks (excluding instrument panel clocks and clocks of a similar type, for vehicles, aircraft or vessels) within headings 91.02 and 91.04 of the Brussels Nomenclature	December 21, 1966
Pianos, excluding automatic pianos, within heading 92.01 of the Brussels Nomenclature	July 28, 1966
Orchestral and fretted string instruments within heading 92.02 of the Brussels Nomenclature	June 28, 1966
Accordions, concertinas and similar musical instruments, mouth-organs, within heading 92.04 of the Brussels Nomenclature	June 28, 1966
Musical wind instruments known as woodwind and brass within heading 92.05 of the Brussels Nomenclature	June 28, 1966
Percussion musical instruments within heading 92.06 of the Brussels Nomenclature	June 28, 1966
Keyboard musical instruments in which the sound is generated electrically within heading 92.07 of the Brussels Nomenclature	June 28, 1966
Parts and accessories of the musical instruments comprised in the five immediately preceeding classes, excluding cases, within heading 92.09 or 92.10 of the Brussels Nomenclature	June 28, 1966
Double or single barrel sporting shotguns within heading 93.04 of the Brussels Nomenclature	July 28, 1966
Furniture for office use, and parts thereof within headings 94.01 and 94.03 of the Brussels Nomenclature, but excluding the following: Fire-resisting files, cabinets and trolleys designed for the protection of documents and constructed with an outer casing enclosing insulating and/or fire-resisting material, and parts thereof; stands and pedestals designed for safes or for fire-resisting files or cabinets; security cupboards, with body and doors constructed of base metal of a thickness of 3/16 inch or more	July 28, 1966
Furniture for domestic use, and parts thereof (excluding legs and stands for radio or television receivers and excluding trolleys fitted with electric plate-warmers or electric food-warmers), within headings 94.01 or 94.03 of the Brussels Nomenclature	December 2, 1966
Mattress supports; articles of bedding or similar furnishing fitted with springs or stuffed with any material, or of foam rubber, whether or not covered; all within heading 94.04 of the Brussels Nomenclature	December 2, 1966
Fishing reels; within heading 97.07 of the Brussels Nomenclature	May 26, 1966
Ribbons, whether or not in spools, for laundry marking machines, within heading 98.08 of the Brussels Nomenclature	July 28, 1966



One hundred and fifty Atlas Tungsten Halogen Floodlights are used to floodlight the roof and structure of the 'Duomo' Milan Cathedral. Built in the 12th century, the cathedral had suffered considerably during the war, but has now been restored. Atlas Lighting Ltd. are represented in Italy by Societa Industriale Vicentina Illuminazione S.p.A., Vicenza, a subsidiary of British Lighting Industries Ltd.

Registered goods not exempted from the ban on maintenance of minimum resale prices	Date of declaration by the Restrictive Practices Court
Aluminium stemmed smoking pipes with detachable bowls and parts thereof, all within heading 98.11 of the Brussels Nomenclature; sets comprising primarily such a pipe but including another article capable of having an independent use and falling within any heading of the Brussels Nomenclature	October 28, 1966
Vacuum flasks and other vacuum vessels, complete with cases, within heading 98.15 of the Brussels Nomenclature; parts thereof classified under any heading of the Brussels Nomenclature	November 30, 1965

R. L. SICH,
Registrar of Restrictive Trading Agreements.
January 12, 1967



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New Books

Making Use of Government Export Services. A conference held at Leicester, May 24, 1966. Export Research Group. (39 pages. Export Research Group, 12 Upper Belgrave Street, London, S.W.1. 10s. 6d.) The Export Research Group is an independent body set up in 1964 to advocate and to carry out research into Britain's export problems and to find means of solving them. This conference sought to bring together those who are providing services for exporters and those who are using or hoping to use their services. Such public debate between the two sides, the Group feels, can go a long way to help the continuous improvement of the services which are offered. This report contains the texts of three papers titled *Government Services for Exporters, What the Overseas Officer can and cannot do for the British Exporter,* and *The Services of ECGD,* which give the official view on the services available to exporters. The paper given by the Export Research Group's secretary challenges some of the points made in the other papers and pleads for more research to be undertaken in order to find out how the export trade really works and whether British exporters are really inefficient.

Mission to Russia and Czechoslovakia. Report of a Delegation from Leicester and County Chamber of Commerce, September 20-29, 1966. (8 pages. The Chamber, 3 Granby Street, Leicester. 5s., post free). The Leicester and County Chamber of Commerce have published accounts of eight missions abroad organized by them since March 1965 and this report covers the activities of their fourth visit to Moscow and their second to Prague. The Chamber feels that the regularity of its visits has increased the bonds and the chances of trade between it and the USSR Chamber of Commerce and the Chamber of Commerce of Czechoslovakia. The planning of the visits by the host countries was meticulous and they did their best to ensure that the individual members of the mission, representing industries ranging from engineering through knitted fabrics to buttons, were able to have interviews with the right person in the right department and the right organization. The report lists under individual industries the results of the discussions which took place.

Concentration or Competition: a European Dilemma? by D. Swann and D. L. McLachlan (59 pages. Research Publications, 18 Victoria Park Square, Bethnal Green, London, E.2. 7s. 6d.). A matter of current concern to business leaders in the European Economic Community is the question of whether by modern international standards the size of firms in Europe is seriously below what is necessary for maximum efficiency. The two main considerations in this matter – the need to have firms large enough to be efficient by world standards, and the need to avoid the dangers that size might bring – are often presented as incompatible objectives that confront policy-makers with a fundamental dilemma. The authors of this study argue that, within the context of a common market, these two objectives are not always incompatible and that where a conflict does arise Europe will have to develop an anti-trust policy which makes full use of the advantages of large size and minimizes the dangers which flow from it. The real problem, in the authors' view, is whether Europe can transform its economic structure sufficiently rapidly to prevent itself from succumbing to the competition of such countries as Japan and the United States. The chapters in this study deal with size, efficiency, and progressiveness in the EEC countries and the United States; adaptation of the business structure to the large market; anti-trust and size. Amongst topics discussed in the text are expenditure on research and development in relation to the size of firm; the proposals for a European company law in relation to international mergers; the provisions for control of mergers in the European Communities. This study is number one in a *European Series* being published jointly by the Royal Institute of International Affairs and Political and Economic Planning. Papers in this series will examine the problems likely to arise in Britain's relations with the EEC, whether or not British membership is achieved; the changing nature of the economic and political relationships within the EEC and EFTA; the kind of European arrangements that might evolve over time. The present paper is based on research by the two authors which is expected to be published in book form later in 1967 by Oxford University Press, under the title *Competition Policy in the European Community.*

The Scottish Woollen Industry. The National Association of Scottish Woollen Manufacturers. (34 pages. The Association, 27 Charlotte Square, Edinburgh 2, Scotland. Free.) A handbook which, it is hoped, will provide both home and overseas buyers of Scottish woollen cloth with useful information about the variety and extent of the industry's products and the mills from which individual categories can be obtained. It may also be useful as a work of reference for other industries, government departments, industrial and commercial organizations, and students. The handbook contains a short survey of the Scottish woollen industry, a list of firms who are members of the Association and details about them, a classified list of products which shows the products of each member firm and the names of all member firms producing any specific item, and finally a geographical guide to the mills.

Patents. A Brief Guide to the Patents Collection in the Technical Library of Manchester Public Libraries. 2nd ed., by J. E. Wild. (27 pages. Central Library, St. Peter's Square, Manchester 2. 2s. 6d.). The important collection described in this pamphlet consists of over five million specifications and about 30,000 volumes. Patents received currently are British, United States, Irish, Australian, with abridged specifications of other Commonwealth countries, Belgium, France, Germany and Russia. Guidance is given on how to conduct a patent search from either the patentee or subject approach for British and United States patents. The main section is arranged by country, giving information on the life of a patent and whether or not annual fees are required. Brief details are then given of the extent of the holdings of specifications, followed by the supporting literature of abridgments, indexes, journals and abstracts services, with useful notes on scope and arrangement. There is a select bibliography on patents, which remarkably omits from the section 'Toward a European Patent' the White Paper by the Patents Liaison Group on the effects of the Strasbourg Convention of 1963 on United Kingdom patent law (Cmnd. 2835). There is also a list of technical journals which contain patent abstracts, and numerical tracinglists for British and United States patents.

The December 1966 issue of the *Standard Bank Review* (monthly; free from the Standard Bank Ltd., 10 Clement's Lane, London, E.C.4) contains two supplements, short economic surveys of **Angola** and **Mozambique.** In the course of 11 and 10 pages respectively, the main outline of the economic life of each country is covered. The two surveys follow the same pattern, dealing in turn with economic development, external trade, industry, agriculture and fishing, financial matters, communications and tourism. Each contains numerous statistics and a clear map of the country. Additional copies of the surveys are obtainable from the Commercial Service Department of the Bank, at the address given above.

Other publications

COMMONWEALTH TRADE 1965. Commonwealth Economic Committee. 114 pages. 8s. 6d., by post 9s. 1d., from HMSO and Government bookshops, or from the Commonwealth Secretariat, Commodities Branch, 10 Carlton House Terrace, London, S.W.1.

NON-FERROUS METALS. A Review of Resources, Production, Trade, Consumption, Stocks and Prices Relating to Bauxite, Aluminium, Copper, Lead, Zinc, Tin, and Cadmium. Commonwealth Economic Committee. 212 pages. 20s., by post 21s., from HMSO and Government bookshops, or from the Commonwealth Secretariat, Commodities Branch, 10 Carlton House Terrace, London, S.W.1.

SALE OF GOODS. Including the Hire Purchase Act, 1965 and other Enactments, by Clive M. Schmitthoff. 2nd edition. 381 pages. Stevens & Sons Ltd. 84s. (An account of the modern law relating to the sale of goods – the present edition considers more than 350 additional cases, and the Misrepresentation Bill, at present before Parliament, is noted.)

SHOE TRADES DIRECTORY 1967. The Shoe and Leather News, 84-88 Great Eastern Street, London, E.C.2. 50s.

SPICER & PEGLER'S INCOME TAX AND PROFITS TAX. 27th Edition by K. S. Carmichael. 739 pages. HFL (Publishers) Ltd. 36s. ('Following the major changes in taxation legislation brought about by the Finance Act, 1965, it has been necessary to reconsider the contents of this book. The law relating to companies . . . will be found in the companion volume of this book entitled *Corporation Tax* . . . the law relating to Schedule D, Case VII, and Capital Gains Tax will be found in another companion volume entitled *Capital Gains Tax.*')

TRENDS IN AUDIENCES AND ADVERTISING COSTS IN NINE MEDIA. Institute of Practitioners in Advertising. 16 pages. Available free from the Institute, (Public Relations Office), 44 Belgrave Square, London, S.W.1.

WOMAN AND THE NATIONAL MARKET – EXPENDITURE ON BRANDED FOOD PRODUCTS. Second Quarter 1966. 94 pages. Odhams Press Ltd. 105s.

OECD ECONOMIC SURVEYS. Two *Economic surveys* have recently been published by the OECD – one for ICELAND (December 1966. 41 pages), the other for SWITZERLAND (December 1966. 37 pages). Each publication costs 5s., by post 5s. 5d., from HMSO and Government bookshops.

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368, or Telex No. 25977.)

the big jets are landing where

used to play football

It had to happen. Our industrial jet set demanded it. Typically, we built the mile-and-a-half long runway first—the most modern in the U.K. Now the luxurious new terminal buildings are going up. The big new jet-port is part of today's Liverpool—the *new* Liverpool. With Liverpool's Five Year Plan well under way, we're keeping the famous warm heart of the city beating, but tearing the worn out bits apart and building a streamlined place for *people*. For people to live in, to work in —to have fun in. New motorways, bigger and deeper docks, new communications systems, skyscrapers, huge housing developments, and an increasing hum of modern industry—it's like being at the heart of things. Great place to be. Great place to trade.

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GOVERNMENT OF MALAWI

PREQUALIFICATION INQUIRY

NACALA RAIL LINK

The Government of Malawi intends, in 1967, to invite Tenders for the construction of a railway in the Southern Region of Malawi from Mpimbe on the Shire River eastwards to the Malawi Border from plans to be furnished by the Government and wishes to establish a list of prequalified contractors to whom exclusive bidding documents may be addressed.

The proposed railway will consist of 71.7 miles of 3′ 6″ gauge rail of British Standard Specification 60 lb. A Section Rail (or equivalent) with crushed stone ballast. The works will include all track laying, earthwork, bridging and culverting, station building and ancillary structures and are estimated for completion within approximately two years.

Applicants should give:

(a) details of contracts of a similar nature which they have undertaken within the last 20 years;
(b) capacity in relation to availability of plant and procurement of materials;
(c) an indication of financial standing with Banker's reference.

The Malawi Government will forward to interested contractors further data on the proposed railway and the construction work required.

Replies should be forwarded to arrive not later than 31st March, 1967, and should be addressed to:

The Secretary for Transport and Communications
P.O. Box 587
Blantyre
MALAWI

in envelopes marked 'Prequalification—Rail Link'.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1967	Stores	Location	Auctioneers
Jan. 24	**Machine tools, industrial equipment, textiles and miscellaneous stores.**	**Northern Command Ordnance Sub Depot, Barlow, Nr. Leeds, Yorks.**	**Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2. (Tel. Leeds 20898.)**

Lathes; drilling and grinding machines; shearing, folding and sawing machines; milling machines; presses; compressors; lubricating plant; fork lift truck; electrical trucks; electric welding equipment and welding sets; generators; charging sets; industrial tractors; trailers; fire fighting equipment; gravity rollers; lifting equipment; tools; non-ferrous metals; pumps; tyres; telephone sets; compasses; clocks; textiles, including canvas, tentage, carpets, blankets, mattresses, ground sheets, kit bags, camp equipment; clothing including battle dress, greatcoats, raincoats, leather jerkins, shirts, vests, drawers, boots and shoes; furniture, including folding chairs and forms, dining chairs, tables, wardrobes and numerous other effects.

Feb. 1	**Commercial and private vehicles, miscellaneous stores.**	**Depots in Northern Ireland . . . .**	**Osborne, King & Megran (Dept. L), 14 Montgomery Street, Belfast 1. (Tel. Belfast 20233.)**

Ford and Standard Vanguard saloons; Austin 'Champs'; Landrovers; Rover, Morris and Bedford trucks; Austin cargo trucks; Bedford 3-ton teleprinter office trucks; Ford cargo trucks; AEC Matador 10-ton tractor; Landrover, Daimler and Bedford petrol engines; BSA motor cycles 500 cc; hydraulic and screw jacks; machine tools; vehicle spares; batteries various; hand lawn mowing machines; textiles, including kit bags; carpets; curtains; white and coloured blankets; mattresses; webbing packs; 4½ tons mixed rags; clothing, including khaki jackets; pullovers and jerseys; BD trousers and blouses; khaki trousers and shorts; greatcoats; ankle boots; denim trousers and blouses; and a large assortment of miscellaneous stores.

Feb. 3	**Miscellaneous stores, clothing and textiles .**	**Ordnance Depots in Southern Counties . .** (Sale to be held at the auctioneers' premises.)	**Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth. (Tel. Plymouth 69292.)**

Carpets; rugs; greatcoats; mixed rags; tentage; pillows; blankets; kit bags; ground sheets; ankle boots; shoes; BD trousers and blouses; steel lockers; chairs; tables; ironmongery; cutlery; office safes; tool kits and tools; canvas hose; batteries; MT spares; old cable; clocks; watches; binoculars; telescopes; machinery, including lathes; circular saws; hacksaw; grinder and polisher; compressor; welder and cutter; drills; power hammer; hydraulic and other jacks; trailer mounted generating sets; 349 extending ladders; 8-ton grab winch; bottle racks; also self-propelled fire pumps by Bedford/Sulzer, Fordson/Sulzer, Fordson/Tangye.

Feb. 7-10	**Private and commercial vehicles, heavy machinery.**	**Ordnance Storage and Disposals Depot, Ruddington, Notts.**	**Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272.)**

Limousines; estate cars; saloons; Landrovers; trucks; trailers; mobile cranes; tractors; scrapers; dumps; vans; heavy duty trailers; road rollers; hydraulic tippers; low loading, light recovery and transporter trailers; excavators; dual purpose vehicles; breakdown vehicles; angledozers; track assemblies; and fire fighting units.

Catalogues of the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale, price 1s. 0d. (postal order only).

SALES BY TENDER

MACHINE TOOLS

Single-spindle automatics; fine borers; horizontal, pillar and deep hole drills; plain, surface and tool and cutter grinders; capstan, centre and multi-tool lathes; horizontal, vertical, universal and manufacturing millers; keyseating, slotting, thread milling, honing, lapping, rifling, woodworking machines, etc. Located at Royal Small Arms Factory, Enfield, Middx. Tender Forms from Ministry of Defence (AD), Directorate of Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Permission to view on presentation of Tender Form only. Tenders must be returned by 10 a.m. February 9, 1967.

REPORTS ON SCIENCE ABROAD

The United Kingdom Scientific Counsellors abroad have prepared the following reports. Copies of the reports which are available for distribution in the United Kingdom only, are available free from the Department of Education and Science, International Scientific Relations Division, Africa House, Kingsway, London, W.C.2. (Telephone Holborn 3422).

Engineering for Under Sea Operations, by H. K. Bourne. 7 pages. *UKSM report no.:* 66/73. Some of the developments in ocean buoys, divers and their equipment, deep submergence vehicles for rescue and salvage, and unmanned underwater installations are discussed. The problems of underwater navigation and the operational problems in searching are also described.

A Summary of Industrial Research and Development in France during 1964, by A. Smith. 5 pages. *France* 124. The paper consists of extracts of statistics from the third annual census carried out by the Délégation Générale á la Recherche Scientifique et Technique, entitled 'Recherche et Développement dans l'Industrie Française en 1964', (La Documentation Française), 1966.

Soviet Exhibition, Osaka, October 15-25, 1966, by C. R. S. Manders. 3 pages. *Japan* 65.

Overseas Newsletter. No. 5, December 1966. This issue contains brief descriptions of reports by United Kingdom Scientific Counsellors abroad published between August and November.

REPORTS FOR UNITED KINGDOM EXPORTERS ON FIRMS OVERSEAS

UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trade as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,091	—	16,073	15,365	15,365	9,140	3,485	922	688	587	1,212				
1961	113	114	122	116	111	100	130	130	138	139	122	+326	+224	+36	+29
1962	114	115	127	123	114	100	129	119	134	143	125	+ 77	+ 22	+22	+14
1963	118	119	135	130	119	103	131	104	144	146	131	+216	+113	+29	+55
1964	125	128	145	139	123	106	153	117	170	186	150	+562	+335	+72	+47
1965	128	132	154	148	126	108	159	127	166	190	156	+346	+202	+19	+43
1965															
1st quarter	128	132	152	146	127	108	160	131	166	193	157	+ 52	+ 29	—10	+ 9
2nd quarter	127	131	153	145	124	107	158	122	170	187	157	+ 96	+ 80	— 5	+ 3
3rd quarter	128	132	155	149	125	108	157	128	158	190	153	+129	+ 75	+21	+17
4th quarter	129	133	157	151	126	109	160	128	168	190	155	+ 69	+ 18	+13	+14
1966															
1st quarter	130	134	164	156	130	110	158	130	165	182	153	+ 65	+ 42	N/C	+19
2nd quarter	129	133	161	156	129	110	160	124	166	182	161	+ 57	— 10	—15	+26
3rd quarter		134				109		129	158				+105	+20	—15
1966															
May		133				111									
June		132				109									
July		135				110									
August		135				109									
September		132				108									
October		131*				108									
November						109									

	ORDERS		PRICES AND COSTS					LABOUR						
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry:		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,836	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	— 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+101
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+107
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—393
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—104
1966			136·9	+3·9	114·5*	133·0*		325	255		158*	155*	
1965													
1st quarter	167	121	128·8	+4·5	109·7	128·3	153·8	306	253	24,742	143	141	— 6
2nd quarter	166	127	132·0	+5·2	111·0	129·1	156·2	304	274	24,800	152	141	— 67
3rd quarter	165	117	132·6	+4·8	110·5	129·9	159·9	321	265	24,837	153	147	— 41
4th quarter	165	121	133·5	+4·6	111·5	130·5	161·9	305	269	24,967	153	151	+ 10
1966													
1st quarter	164	122	134·4	+4·3	113·7	131·4	165·9	279	279	24,919	159	153	— 37
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282		155	145	—107
3rd quarter	159	109*	137·5	+3·7	114·6	133·8	169·8	322	253		161	157	— 58
4th quarter			138·6	+3·8	113·2*	133·6*		417	206		148*	163*	
1966													
May	162	127	137·2	+3·9	117·1	133·4	167·8	277	284		163	155	
June	161	127	137·6	+3·9	117·0	133·4	168·7	290	275		146	127	
July	160	122*	137·0	+3·5	116·7	133·8	169·7	305	268		165	151	
August	160	115*	137·8	+3·8	114·2	133·8	169·8	318	255		164	163	
September	159	109*	137·6	+3·6	112·8	133·8	169·8	344	235		154	159	
October	157*	105*	137·9	+3·8	113·3	133·5	169·8	377	217		150	163	
November		107*	138·8	+4·0	113·3*	133·6*	169·8	424	201		137	169	
December			139·0	+3·7	112·8*	133·6*		449	200		158*	156*	

*Provisional. †Not seasonally adjusted.

Index of retail prices, December 1966

AT December 13, 1966 the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100), was 118.3, compared with 118.1 at November 15. The rise in the index during the month was due mainly to increases, largely seasonal, in the prices of eggs.

Business Monitor: Production Series

THE FOLLOWING TITLES and issues of Business Monitor Production Series are now available, and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1:

Monthly at £1 a year, post free:

Footwear for October 1966.
Paper and Film Bags for October 1966.
Home Grown Timber for November 1966.
Boxes, Cartons and Fibreboard Packing Cases for October 1966.
Wood Chipboard for November 1966.
Processed Man-made Continuous Filament Yarns for November 1966.

Quarterly at 7s. 6d. a year, post free:

Paint and Varnish for July-September 1966.
Manufactured Stationery for July-September 1966.
Watches and Clocks for July-September 1966.

Cinema admissions in November, 1966

DURING NOVEMBER, counted as a four-week period, the weekly average of admissions to cinemas in Great Britain was 4.6 million, and the weekly average of gross box office takings was £1.01 million.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 *Gresham Street, London, E.C.*2 (*Monarch* 6699). *The department has* 16 *local offices in various parts of the United Kingdom. A list was given on page* 508 *of the* Board of Trade Journal, *November* 25, 1966.

COPYRIGHT ACT, 1956

PERFORMING RIGHT TRIBUNAL

NOTICE IS HEREBY GIVEN, pursuant to Rule 5 of the Performing Right Tribunal Rules, 1965, of an application to the Tribunal under Section 27 of the Copyright Act, 1956, by the **British Broadcasting Corporation, of Broadcasting House, Portland Place, London, W.1** (hereinafter called "the originator"). A copy of the application has been served on the **Performing Right Society, Limited, of 29/33 Berners Street, London, W.1** (hereinafter called "the licensing body"). For the purpose of calculating the period of 42 days referred to in Rule 9 of the Rules, such service is deemed to have been effected on the 5th January, 1967.

The application concerns a dispute as regards the terms and conditions under which the licensing body is prepared to renew an earlier licence to the originator to broadcast, from sound broadcasting stations or as part of a television programme, copyright music controlled by the licensing body.

The originator objects to the increase in the royalty rate proposed by the licensing body. The proposed increase has been computed in relation to the current level of the cost of living and to the number of hours in which music controlled by the licensing body is broadcast by the originator. The notional figure reached in the light of these factors is then multiplied by the total number of sound and television receiving licences currently in existence, to give an overall royalty charge. The originator contends that, in fixing the royalty and other conditions, account should be taken of the reduction in the size of B.B.C. audiences which is alleged to have occurred in recent years as the result of the coming into existence of competing television and broadcasting services, and that the current number of receiving licences no longer forms an accurate indication of the size of such audiences.

Any organisation or person wishing to object to the credentials of the originator, or to be made a party to the proceedings, must make application for the purpose in the manner prescribed by the Performing Right Tribunal Rules, 1965, not later than the 10th February, 1967.

Performing Right Tribunal,
Chancery House,
53/64 Chancery Lane, London, W.C.2.

H. W. CLARKE,
Secretary.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964 during the week ended Friday, January 13, 1967.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
The Specialist	Br/E 32010	20	January 10	Ritz Film Distributors Ltd.	Heald-Samson Productions Ltd.
The Haunted Man	Br/E 32011	26	January 11	Warner-Pathe Distributors Ltd.	Merton Park Productions Ltd.
Infamous Conduct	Br/E 32012	30	January 11	" "	" "
Farnborough '66	Br/E 32016	14	January 11	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd. on behalf of Central Office of Information.
This is Ghana	Br/E 32018	28	January 12	British Lion Films Ltd.	Armada Productions.
Look at Life Series 32:					
The Hidden Strength	Br/E 32019	11	January 12	Rank Film Distributors Ltd.	Rank Film Distributors Ltd.
What Price Ideas?	Br/E 32020	9	January 12	" "	" "
Man and His World	Br/E 32022	10	January 13	Columbia Pictures Corp. Ltd.	National Film Board of Canada.
Movietone News 1961	Br/E 31866	9	January 13	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 1961A	Br/E 31867	8	January 13	" "	" "
Pathe News 67-3	Br/E 31932	7	January 13	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 67-4	Br/E 31933	8	January 13	" "	" "
FOREIGN					
When the Boys Meet the Girls	F 31995	89	January 9	Metro-Goldwyn-Mayer Pictures Ltd.	Four Leaf Productions Inc.
The Spy in the Green Hat	F 31996	92	January 9	" "	Arena Productions Inc.
Los Tarantos	F 31997	81	January 10	B.H.E. Distributors Ltd.	Tecisa S.A., Madrid.
Zorro's Black Whip:					
Ep. 1. The Masked Avenger	F 31998	24	January 10	Grand National Pictures Ltd.	Republic Pictures International Corp.
Ep. 2. Tomb of Terror	F 31999	15	January 10	" "	" "
Ep. 3. Mob Murder	F 32000	15	January 10	" "	" "
Ep. 4. Detour to Death	F 32001	15	January 10	" "	" "
Ep. 5. Take off that Mask	F 32002	15	January 10	" "	" "
Ep. 6. Fatal Gold	F 32003	15	January 10	" "	" "
Ep. 7. Wolf Pack	F 32004	15	January 10	" "	" "
Ep. 8. The Invisible Victim	F 32005	15	January 10	" "	" "
Ep. 9. The Avalanche	F 32006	15	January 10	" "	" "
Ep. 10. Fangs of Doom	F 32007	15	January 10	" "	" "
Ep. 11. Flaming Juggernaut	F 32008	15	January 10	" "	" "
Ep. 12. Trail of Tyranny	F 32009	15	January 10	" "	" "
Hawaii	F 32013	162	January 11	United Artists Corp. Ltd.	Mirisch Corp.
Warning Shot	F 32014	100	January 11	Paramount Film Service Ltd.	Paramount Pictures Corp.
Ireland on the Go	F 32015	18	January 11	" "	" "
The Saragossa Manuscript	F 32017	124	January 11	Contemporary Films Ltd.	Film Polski, Warsaw.
Murderers' Row	F 32021	105	January 13	Columbia Pictures Corp. Ltd.	Meadway-Claude Productions.

United Kingdom trade in December

Summary

EXPORTS IN THE LAST QUARTER of 1966 were running at a significantly higher rate than in the early part of the year. The underlying trend in imports is difficult to assess, owing to the unevenness in arrivals associated with the lifting of the temporary import charge at the end of November. After low figures in October and November, imports increased in December to about the average for the first nine months of the year. There was a substantial trade surplus in the fourth quarter of 1966. This partly reflected the low import figures during the quarter, but also benefited from the high level of exports. The figures in November for both exports and imports were abnormal, and a reversion towards the underlying trend was to be expected in December.

For the year 1966 (which included the six weeks' seamen's strike), exports were 6½ per cent higher in value than in 1965, following an increase of 7 per cent between 1964 and 1965. Imports in 1966 were some 3½ per cent higher in value than in 1965 after an increase of 1 per cent between 1964 and 1965. The trade deficit in 1966 averaged £12 million a month, compared with £23 million a month in 1965 and £45 million a month in 1964.

Trade Balance

The trade balance in December showed a deficit of £24 million, seasonally adjusted. For the fourth quarter as a whole, there was a surplus averaging £28 million a month.

TABLE 1 (A)

Seasonally adjusted values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.	Trade Balance
1964	368	475	13	—45
1965	394	479	14	—23
1966*	420	496	16	—12*
1964 1st quarter	366	469	12	—41
2nd quarter	365	477	13	—46
3rd quarter	363	475	14	—51
4th quarter	376	478	13	—42
1965 1st quarter	383	458	13	—14
2nd quarter	381	485	13	—41
3rd quarter	399	489	15	—26
4th quarter	410	490	16	—12
1966 1st quarter	414	507	16	—26
2nd quarter	394	495	16	—36
3rd quarter	425	513	16	—24
4th quarter*	441	474	17	+28*
July	408	527	14	—50
August	440	524	17	—19
September	429	491	15	— 4
October	442	478	18	+30*†
November	459†	437†	16	+78*†
December*	423	507	16	—24*
July-Sept.	425	513	16	—24
Oct.-Dec.*	441	474	17	+28*

*Provisional estimates.
†Revised estimates.

TABLE 1 (B)

Recorded values — £ million per month

	Exports f.o.b.	Imports c.i.f.	Re-exports f.o.b.
1964 1st quarter	371·4	477·7	12·8
2nd quarter	377·5	480·8	13·1
3rd quarter	338·7	460·4	12·0
4th quarter	382·9	479·7	13·4
1965 1st quarter	374·0	464·9	13·6
2nd quarter	401·7	487·0	14·0
3rd quarter	380·6	476·1	14·0
4th quarter	418·3	493·1	15·9
1966 1st quarter	422·2	514·9	16·9
2nd quarter	399·4	498·0	16·3
3rd quarter	400·9	499·7	14·1
4th quarter*	456·4	477·4	17·1
October	442·4	479·2	18·1
November	495·6†	454·3†	17·0†
December*	431·3	498·7	16·2

*Provisional estimates.
†Revised estimates.

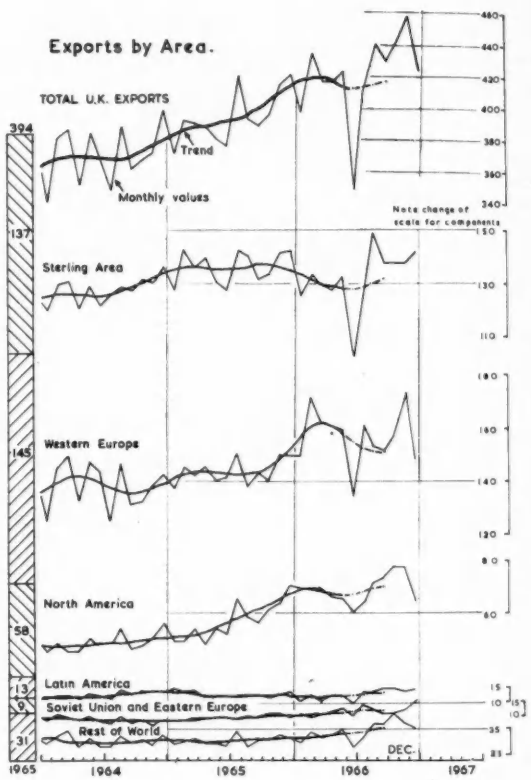


Table 2. United Kingdom exports: areas†

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

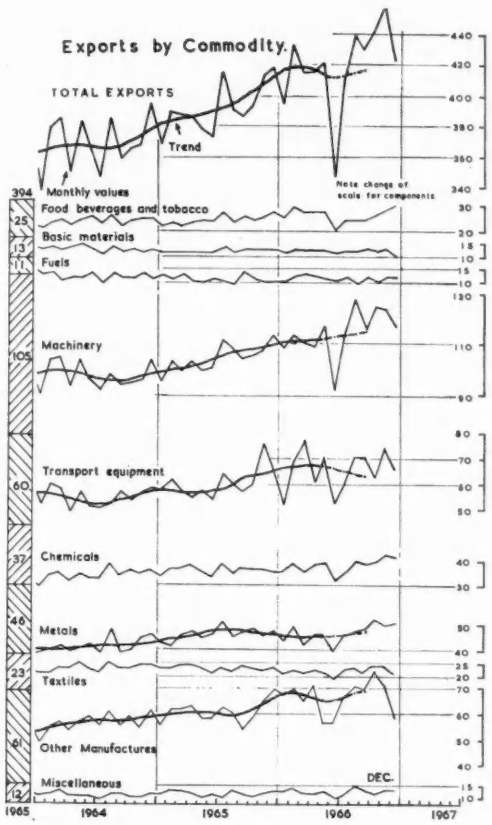
	Sterling Area	Western Europe			North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
		Total	EEC	EFTA					
1965 Year	137	145	75	56	58	13	9	31	394
1966 Year*	133	158	80	62	70	13	12	39	420
1st quarter	130	162	83	63	70	12	11	32	414
2nd quarter	121	152	76	59	65	12	12	33	394
3rd quarter	137	155	77	60	70	14	12	35	425
4th quarter*	140	161	82	63	73	15	13	37	441
October	139	158	81	61	78	15	11	41	442
November	139	174	88	68	78	14	12	37	459
December*	143	149	75	59	65	15	16	35	423
3rd quarter	137	155	77	60	70	14	12	35	425
4th quarter*	140	161	82	63	73	15	13	37	441

*Provisional estimates.
†From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.

Exports

Exports in December were £423 million, seasonally adjusted. The value of diamond exports in December was erratically low; and this accounted for part (probably some £10 million) of the fall in total exports from the high levels of October and November. Over the last three months of 1966 exports averaged £441 million a month. Although in this period there may still have been some residual effect of the delays caused by the seamen's strike, it is clear that exports have been maintained at a significantly higher rate than earlier in the year.

The level of exports to all main areas other than Western Europe was higher in the later part of 1966 than earlier in the year before the seamen's strike. Exports to Western Europe behaved erratically in recent months, but may be showing signs of further growth after some falling away in the middle of last year. Shipments to North America showed a particularly strong increase last year. Exports to the Sterling Area in the last quarter of 1966, which included some deliveries of aircraft, showed a fairly widespread recovery from the levels earlier in the year.



In the commodity pattern of trade, there were increases in the later part of 1966 in exports of machinery and chemicals. Non-ferrous metals and iron and steel also showed increases.

Imports

Imports in December, at £507 million, seasonally adjusted, showed the expected large rise from the unusually low levels in October and November but were not substantially higher than the average of £505 million for the first nine months of the year, despite the end of the surcharge. The increase in December was confined almost wholly to categories which until the end of November had been subject to the temporary import charge.

Over the fourth quarter as a whole imports averaged £474 million a month, a reduction of £31 million on the rate over the first nine months of the year. The fall was fairly general and suggests that, apart from the effect on arrivals of the impending removal of the import charge, the trend of imports was reflecting the influence of the Government's economic measures. About one-third of the decrease in imports was in the basic materials and food, beverages and tobacco groups which were in the main not subject to the import charge. The remainder of the reduction in the fourth quarter was in mainly chargeable goods, and owed a good deal to the low figures in October and November before the charge ended. In December these imports increased to about 10 per cent above the rate in the first nine months of the year, and it may be some months before arrears of shipments are made good and the trend can be assessed.

Notes:

(a) Detailed particulars of United Kingdom imports, exports and re-exports are to be published on January 26* and further analysis of the figures will be found in the form of tables in the monthly report on Overseas Trade† for February, due to be published on or about February 27.

(b) *Trade balance.* The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap' which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the Trade Accounts.

* Accounts relating to the Overseas Trade of the United Kingdom, December 1966, subscription £2 14s., including postage.

† Report on Overseas Trade, published by HMSO, price 4s., by post 4s. 5d. Annual HMSO, price 30s., by post 31s.

Table 3. United Kingdom exports: commodity classes

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

	Food, beverages and tobacco	Basic materials	Fuels	Manufactures								Miscellaneous	Total
				Total	Machinery and transport equipment				Chemicals	Metals and misc. metal manufactures	Textiles	Other manufactures	
					Total	Machinery	Road motor vehicles	Other transport equipment					
1965 Year	25	13	11	333	166	105	47	13	37	46	23	61	12	394
1966 Year*	27	13	11	356	181	115	48	18	39	47	22	67	13	420
1st quarter	28	13	12	348	177	111	47	20	37	45	21	68	13	414
2nd quarter	26	13	11	332	169	107	46	16	37	44	21	62	12	394
3rd quarter	25	13	11	364	186	119	51	16	39	47	22	69	13	425
4th quarter*	29	13	11	375	191	123	48	20	42	51	23	69	13	441
October	27	13	10	384	190	126	49	14	41	52	24	77	12	442
November	29	14	12	386	199	125	50	25	43	50	24	71	13	459
December*	31	11	12	354	184	118	46	21	40	51	21	59	13	423
3rd quarter	25	13	11	364	186	119	51	16	39	47	22	69	13	425
4th quarter*	29	13	11	375	191	123	48	20	42	51	23	69	13	441

*Provisional estimates.

(*Tables continued on page* 152)

British commercial representatives overseas

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of full-time representatives in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. City 5757, Ext. 7146) (Telex 25977).

THIS LIST is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Branch at the address given below. (Tel. City 5757, Ext. 463).

ADEN – Mr. R. K. Hamilton, British Commercial Secretary, 11 Fikree Buildings, Tawahi, ADEN. (Tel. 23650.) (Postal address: P.O. Box 5136, Maala, Aden.)

AFGHANISTAN – Mr. G. F. Rance, Second Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

ALGERIA – Mr. R. C. Robinson, M.B.E., The Swiss Embassy, British Interests Section, Edifice Cassiopée, Bâtiment B, 7 Chemin des Glycines, ALGIERS. (Tel. 60.56.01-04.) (Telex 29-91872 a/b Prodrom Alger.)

ANGOLA (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4, Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

ARGENTINA – Mr. T. W. Keeble, H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Tel. 49-6681/7) (Telex 201-1666 a/b Prodroba).

AUSTRIA – Mr. E. Sniders, M.B.E., Counsellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b Britemb.)

AUSTRALIA – Mr. J. S. Rooke, C.M.G., O.B.E., H.M. Minister (Commercial), Mr. S. C. Stout, Counsellor (Commercial), British High Commission, Commonwealth Avenue, CANBERRA, A.C.T. (Tel. 72211.) (Telex 29-AA62043 a/b AA62043.)

SYDNEY – Mr. M. J. Marshall, C.M.G., Deputy High Commissioner, British High Commission, London Assurance House, 20 Bridge Street, Sydney. (Tel. 27-7521.)

MELBOURNE – Mr. D. G. Stewart-Smith, Deputy High Commissioner, British High Commission, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.I. (Tel. 67-7254, 67-8601 (9 lines.))

BRISBANE – Mr. A. Vine, Deputy High Commissioner, British High Commission, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. (Tel. 2-2307/8/9.)

PERTH – Mr. B. A. F. Pennock, Deputy High Commissioner, British High Commission, ANZ House (7th Floor), 84 St. George's Terrace, Perth, Western Australia. (Tel. 21-5120 and 21-5128/9.)

ADELAIDE – Mr. L. A. C. Newns, Deputy High Commissioner, British High Commission, 4th Floor, F.C.A. Building, 15 Franklin Street, Adelaide. (Tel. 51-2291.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

AZORES (C) – Praca 5 Largo Cinco de Outubro, PONTA DELGADA, San Miguel. (Tel. 22617.)

BAHAMAS – Mr. S. J. Towlson, British Trade Commissioner, British Trade Office, E. D. Sassoon Building, Parliament Street, P.O. Box 4600, NASSAU. (Tel. 94003.)

BAHRAIN – Commercial Officer, H.M. Political Agency, No. 14, First Floor, Yateem's New Building, Al Khalifah Road, MANAMA. Postal address: P.O. Box 114, Bahrain. ('Political, Bahrain.') (Tel. Manama (Bahrain) 3597.)

For matters concerning the Persian Gulf area as a whole (Bahrain, Qatar, Trucial States including Abu Dhabi, and Muscat and Oman), visitors should consult – Mr. M. R. Melhuish, First Secretary (Economic), H.M. Political Residency, P.O. Box 3, Bahrain. (Tel. Jufair Military Automatic Exchange 811.428.) (Telex 201-216 a/b Prodrome BHN.)

BARBADOS – Mr. A. G. Elgar, O.B.E., Deputy High Commissioner, British High Commission, Barclays Bank Building, Roebuck Street, P.O. Box 676c, BRIDGETOWN, Barbados. ('Tradcom, Barbados'.) (Tel. 3525.) (Telex 29-219 a/b Ukrep, BRI.)

BELGIUM – Mr. J. R. Wraight, C.M.G., O.B.E., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-22703 a/b Prodrome Bruxls.)

NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate

Telegraphic addresses unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

The Consul at Antwerp and the Honorary Consuls at Ghent and Liège will also be glad to see British business visitors. Their addresses are:

ANTWERP (C.G.) – 105 Frankrijklei, Antwerp. (Tel. 32.69.40; 32.88.29.)

GHENT (Hon. C) – Monsieur F. Mevvaert, Dok 58, Ghent. (Tel. (09) 25.54.27; 25.29.96.)

LIÈGE (Hon. C) – Monsieur J. M. Delfosse, M.V.O., 45 Rue Beeckman, Liège. (Tel. (04) 23.58.31/2.)

BOLIVIA – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2740, Casilla 694, LA PAZ. (Tel. 29403.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

BOTSWANA – Mr. H. Arthington-Davy, First Secretary, British High Commission, Private Bag 23, GABERONES. (Tel. 483/5.)

BRAZIL – Mr. C. T. Gandy, H.M. Minister (Commercial), British Embassy, Praia do Flamengo 284-2° Andar, RIO DE JANEIRO. Postal address: Caixa Postal 669-ZC-00. (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, British Consulate-General, Avenida Paulista 1938 (17 Andar), SAO PAULO. Postal address: Caixa Postal 846. (Tel. 35-4131.)

BULGARIA – Mr. G. W. Burnett, First Secretary (Commercial), British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361/2.)

BURMA – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

CAMBODIA – Mr. P. Murphy, First Secretary (Commercial), British Embassy, 96 Moha Vitmei Preah Bat Norodom, P.O. Box 150, PHNOM PENH. (Tel. 3974/5.)

CAMEROON – Mr. T. Empson, First Secretary, Head of Chancery and Consul, British Embassy, Avenue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 3192.) (Telex 201-400 a/b Prodrome YDE.)

BUEA – Mr. N. Morton, Consul, British Consulate, 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

[NOTE: The British Embassy at Yaoundé deals with matters relating to Government Departments and firms in Yaoundé. The British Consulate at Buea deals with all other commercial matters.]

CANADA – Mr. T. E. Rogers, C.M.G., M.B.E., H.M. Minister (Commercial), Mr. R. W. Gray, Counsellor (Commercial),

British High Commission, 80 Elgin Street, OTTAWA 4, Ontario. (Tel. 237-1530.) (Telex 206-013266 a/b Ukrep, Ottawa.)

[NOTE: Telex messages for Montreal and Toronto should be sent to OTTAWA for onward transmission by teleprinter.]

MONTREAL – Mr. A. Heckle, C.M.G. The Principal British Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal, 2, P.Q. (Tel. 866-5863.) (Telex, see Note.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ont. (Tel. 362-1223.) (Telex, see Note.)

VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. (Tel. 683-4421.) (Telex 206-045481 a/b Ukrep, Vancouver.)

WINNIPEG – Mr. J. W. S. Corbett, D.S.O., British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Man. (Tel. 942-3151.) (Telex 206-035465 a/b Ukrep Winnipeg.)

EDMONTON – Mr. W. C. Hodgkins, British Trade Commissioner, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. (Tel. 424-0481.) (Telex 206-037-2421 a/b Ukrep EDM.)

REGINA – Mr. H. W. Sturdy, British Trade Commissioner, British Government Office, 207 Derrick Building, 2431-11th Avenue, Regina, Sask. (Tel. 527-6459; 527-6350.)

ATLANTIC PROVINCES – Mr. L. Cox, British Trade Commissioner for the Atlantic Provinces, British Government Office, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. (Tel. 422-7488.) (Telex 206-014-42634 a/b Ukrep HFX.)

QUEBEC CITY – The British Government Representative, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.) (Telex 206-011246 a/b Ukrep QBC.)

CEYLON – Mr. J. F. Saunders, C.B.E., Counsellor (Commercial), British High Commission, P.O. Box 1433, Galle Road, Kollupitiya, COLOMBO 3. (Tel. 5357-9 and 7298-9.) (Telex 201-101 a/b Ukrep, Colombo.)

CHILE – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D. Bandera 227, SANTIAGO. (Tel. 61151/5.) (Telex 201-SGO341 a/b Prodrome Santiago.)

CHINA Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 55-3931/2/3/4.)

COLOMBIA – Mr. M. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (Airmail address: Apartado Aéreo 4508, Bogota.) (Tel. 411051 and 349080.) (Telex 201-044503 a/b Prodrome, Bogota.)

CONGO DEMOCRATIC REPUBLIC OF – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049, KINSHASA. (Tel. 3484/5.)

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LUBUMBASHI (C) – Boulevard Elisabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain EVL.)

COSTA RICA – Mr. H. Halliwell, First Secretary and Consul, British Embassy, Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 21-58-16 and 21-56-88.) Telex 201-CR169 a/b CR 169 Prodrom.)

CUBA – Mr. P. Heal, First Secretary (Commercial), British Embassy, Edificio Bolivar, 9° Piso, Capdevila 101-103 HAVANA. (Tel. 61-5681/4.) (Postal address (mail from overseas): British Embassy, Havana, P.O. Box 1229, Nassau, Bahamas.)

CYPRUS – Mr. E. R. Worsnop, Second Secretary (Commercial), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. (Tel. 73131-5.)

CZECHOSLOVAKIA – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana, PRAGUE (Praha) 1. (Tel. 533347/9 and 533340.) (Telex 2055-Prague 511 a/b Prodrome Prague.)

DENMARK – Mr. G. Booth, Counsellor (Commercial), British Embassy, Kastelsvej 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-2706 a/b Prodrome KH.)

[There is also an Honorary Vice-Consul in the FAROE ISLANDS at Thorshavn who will be glad to see British business visitors:
Mr. A. Mortensen, British Vice-Consul, The Quay, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)]

DOMINICAN REPUBLIC – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 2-3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

ECUADOR – Mr. G. S. McWilliam, First Secretary (Commercial), British Embassy (opposite Hotel Quito), Gonzalez Suarez 111, QUITO. (Postal address: Casilla 314, Quito.) (Tel. 30070/3.)

GUAYAQUIL – Mr. T. G. Simon, Consul, British Consulate, Edificio La Nacional (2° Piso), V. M. Rendón 120, GUAYAQUIL. (Tel. 15-392 and 15- 243.) (Postal address: Casilla K, Guayaquil.)

EL SALVADOR – Mr. J. Hammond, First Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) 611, SAN SALVADOR. (Tel. 219667.) (*Postal address: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

ETHIOPIA – Mr. F. W. W. Murray, M.B.E., First Secretary (Commercial) British Embassy, Commercial Department, Premjee Building, Churchill Avenue, P.O. Box 858, ADDIS ABABA. (Tel. 11912.)

ERITREA – Mr. J. Bromley, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie I, P.O. Box 254, ASMARA. (Tel. 10131/2.)

FINLAND – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. 12574 and 632826.) (Telex 2059-121122 a/b Britform HKI.)

FORMOSA – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TAIPEI (V.C.) – 289 Chung An West Road, Taipei. (Tel. 42040.)

FRANCE – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honoré, PARIS 8e. (Tel. 265.27.10/5; 265.06.20/4.) (Telex 2022-20931 a/b Prodrome Paris.)

BORDEAUX (C) – 15 Cours de Verdun, 33, Bordeaux. (Tel. 52-28-35/6.)

LILLE (C.G.) – 60 Boulevard de la Liberté, Lille (Nord.) (Tel. 57.35.49 and 57.01.77.)

LYONS (C.G.) – 24 Rue Childebert, Lyons (2e), Rhone. (Tel. 37.59.67/8.) (Telex 2022-33254 a/b Britain Lyon.)

MARSEILLES (C.G.) – 24 Avenue du Prado, 13 Marseilles 6 (Bouches du Rhone.) (Tel. 37.68.54 and 37.66.95.) (Telex 2022-42307 a/b Britain Marsl.)

STRASBOURG (C.G.) – 10 Rue du General de Castelnau, B.P. 42, Strasbourg (Bas Rhin). (Tel. 36.64.91.) (Telex 2022-87995 a/b Bristra, Strbg.)

GAMBIA – Mr. D. Higgins, Second Secretary, British High Commission, 78 Wellington Street, P.O. Box 507, BATHURST. (Tel. 244/6.)

GERMANY – Mr. S. L. Edwards, H.M. Minister (Economic), British Embassy, Friedrich-Ebert Allee 77, 5300 BONN. (Tel. Bonn 222021.) (Telex 203-886887 a/b 886887 Brinf D.)

BERLIN (C.G.) – Mr. A. D. Mitchell, Consul (Commercial), Uhlandstrasse 7-8, 1000 Berlin 12. (Tel. 935293-6.)

DUSSELDORF (C.G.) – Mr. R. H. Link, Consul (Commercial), Cecilienallee 14 and 16, 4000 Dusseldorf. (Tel. 434281-5.) (Telex 203-8-584855 a/b Comb. D.)

FRANKFURT (C.G.) – Mr. J. D. Lewis, Consul (Commercial), Zeppelinallee 47, 6000 Frankfurt/Main. (Tel. 773251-5.)

HAMBURG (C.G.) – Consul (Commercial), Harvestehuderweg 8a, 2000 Hamburg. (Tel. 451351-5.) (Telex 203-213562 a/b BRHBGHD.)

HANOVER (C.G.) – Inquiries should be addressed to Hamburg.

MUNICH (C.G.) – Mr. K. J. Green, Consul (Commercial), Akademiestrasse 7-9, 8000 Munich. (Tel. 348094/5.)

STUTTGART (C.G.) – Mr. R. K. Robertson, Consul (Commercial), Konigstrasse 45, 7000 Stuttgart. (Tel. 293216/8.)

GHANA – Mr. S. J. Gross, Deputy High Commissioner, British High Commission, Barclays Bank Building, High Street, P.O. Box 296, ACCRA. (Tel. 64651.) (Telex 201-239 a/b Ukrep, Accra.) (The P.O. Box number must be used for all correspondence.)

GREECE – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform Athinai.)

PIRAEUS (V.C.) – 24 Akti Possidonos. (Tel. 411345.)

SALONIKA (C.G.) – P.O. Box 332, 11 King Constantine Avenue. (Tel. 77982 and 78006.)

GUATEMALA – Mr. F. S. Trew, Consul, British Consulate, 11 Calle No. 3-27, P.O. Box 8, GUATEMALA CITY. (Tel. 24-6-04, 27-3-05 & 21-4-63.)

GUYANA – Mr. A. S. Payne, First Secretary (Commercial), British High Commission, 44 Main Street. P.O. Box 625, GEORGETOWN. (Tel. 2881/3.)

HONDURAS – Mr. H. Gilmartin, First Secretary and Consul, British Embassy, Apartado 290, Avenida La Paz, TEGUCIGALPA. (Tel. 2-0479/80.)

HONG KONG – Mr. M. P. V. Hannam, Principal British Trade Commissioner, P.O. Box 528, 707 Shell House, Queen's Road Central, HONG KONG. ('Uktrade, Hong Kong.') (Tel. 230176-8.)

HUNGARY – Mr. H. J. Bowe, First Secretary (Commercial), British Embassy, Harmincad Utca 6, BUDAPEST V. (Tel. 182-880.) (Telex 2048-0270 a/b Prodrome BPEST.)

ICELAND – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883/4.)

INDIA – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial); Mr. G. L. Simmons, Counsellor (Commercial); British High Commission in India, Chanakyapuri, NEW DELHI 21. (Tel. 70371.)

CALCUTTA – Mr. J. N. McKelvie, Counsellor (Commercial), Office of the British Deputy High Commissioner, 1 Harrington Street, Calcutta, 16. (Tel. 44-5171.)

BOMBAY – Mr. J. H. Fawcett, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Fort, Bombay, 1. (Tel. 255391-6.)

MADRAS – Mr. M. W. R. Mustoe, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 1575. Library Authority Building, 150A Mount Road, Madras, 2. (Tel. 23941-4.)

INDONESIA – Mr. I. A. C. Kinnear, First Secretary (Commercial), Djalan Iman Bondjol No. 2, DJAKARTA. (Tel. 45.867.)

IRAN – Mr. P. Wilkinson, Counsellor (Commercial), British Embassy, Avenue Ferdousi, TEHRAN. (Tel. 45011/4.)

IRAQ – Mr. I. F. S. Vincent, C.M.G., M.B.E., Counsellor (Commercial), British Embassy, Sharia Salah Ud-Din, Karkh, BAGHDAD. (Tel. 32121.)

BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251/2/3.)

IRISH REPUBLIC – Mr. G. L. Pearson, M.C., First Secretary (Commercial), British Embassy, 30 Merrion Square, DUBLIN, 2. (Tel. 65678/9.) (Telex 2027-5296 a/b Ukrep, Dublin.)

ISRAEL – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3).

ITALY – Mr. J. A. Ford, C.M.G., M.C., Counsellor (Commercial), British Embassy, Villa Wolkonsky, Via Conte Rosso, 25, ROME. (Tel. 776551-6.) (Telex 2023-61049 a/b 61049 Prodrome.)

MILAN – Mr. W. Sharpe, O.B.E., Consul (Commercial), British Consulate-General, Via F.IIi Gabba 1/a. (Tel. 862.490 and 862.492.) (Telex 2023-31528 a/b 31528 Britain.)

BARI (C) – Corso Vittoria Emanuele 147. (Tel. 211.504.)

CAGLIARI, Sardinia (Hon. V.C.) – Via San Lucifero 87. (Tel. 57.825.)

FLORENCE (C) – Palazzo Castelbarco, Lungarno Corsini 2. (Tel. 272594 and 284133 – protem. 263556 (due to floods.))

GENOA (C.G.) – Via Fieschi 8-12. (Tel. 564.833-5.)

MESSINA (Hon. C) – Palazzo I.N.A., Via 1 Settembre 54. (Tel. 42.151.)

NAPLES (C.G.) – Via Francesco Crispi, 122. (Tel. 303.883, 308.320 and 382.482.)

PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca 9 (Tel. 253364-6)

TURIN (C.) – Via Bogino 31. (Tel. 546908.)

VENICE (C.) – P.O. Box No. 469, Accademia 1051, Dorsoduro. (Tel. 27408 and 27207.)

IVORY COAST – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

JAMAICA – Mr. M. E. Browne, Senior Commercial Secretary, British High Commission, P.O. Box 393, Barclays Bank Building, King Street, KINGSTON, Jamaica. ('Britcom, Kingston.') (Tel. 22461/3.) (Telex 29-JA10 a/b Ukrep, Kingston.)

JAPAN – Mr. H. A. H. Cortazzi, Counsellor (Commercial), British Embassy, 1 Ichibancho, Chiyoda-ku, TOKYO. (Tel. 261-5551.)

OSAKA – Mr. J. L. W. Hobbs, Consul (Commercial), British Consulate-General, Hongkong Bank Building, 45 Awajicho, 4-chome, Higashi-ku. (Tel. 231-3355/7.)

JERUSALEM

ISRAELI SECTOR – Mr. G. B. Chalmers, First Secretary (Commercial), British Embassy, 3 Rehov Rembrandt, TEL AVIV. (Tel. 244111-3.)

JORDANIAN SECTOR – Mr. G. W. Hopcroft, First Secretary (Commercial), British Embassy, P.O. Box 6062, AMMAN. (Tel. 37374/5.)

JORDAN – Mr. G. W. Hopcroft, First Secretary (Commercial), Commercial Section, British Embassy, King Hussein Street, P.O Box 6062, AMMAN. (Tel. 37374/5.)

KENYA – Mr. J. L. Beaven, First Secretary (Commercial), British High Commission in Kenya, P.O. Box 30133, Ground Floor, Cotts House, Warbera Street, NAIROBI. (Tel. 28791.) (Telex 201-20219 a/b Ukrep, Nairobi.)

KOREA – Mr. G. T. P. Marshall, Second Secretary (Commercial). British Embassy, No. 4 Chong Dong, Sudabi Con, SEOUL. (Tel. 220041/2.)

KUWAIT – Mr. B. L. Strachan, First Secretary (Commercial), British Embassy, Burgan House, Jahra Gate, P.O. Box No. 300, KUWAIT. (Tel 39221/2.)

LAOS – Mr. H. D. C. Miers, First Secretary, (Commercial), British Embassy, Rue J. Nehru, P.O. Box 224, VIENTIANE. (Tel. 2333 and 2374.)

LEBANON – Mr. M. B. Eaden, First Secretary (Commercial), British Embassy, Avenue de Paris, Ras Beirut, BEIRUT. (Tel. 221550-3, 225615, 232195.)

LESOTHO – Mr. J. M. Brown, First Secretary, British High Commission, P.O. Box 521, MASERU. (Tel. 2561.) (Telex 201-2MS Maseru a/b 2MS Highcom.)

LIBERIA – Mr. E. R. C. Holland, First Secretary (Commercial) and Consul, British Embassy, P.O. Box 120, 'Mamba Point', MONROVIA. (Tel. 21055, 21107.) (Telex 201-216 a/b Prodrome MVIA.)

LIBYA – TRIPOLITANIA and LIBYA as a whole: Mr. J. E. Reeve, First Secretary (Commercial), British Embassy in Libya, 30 Sciara Adrian Pelt, TRIPOLI, Libya. (For correspondence: Commercial Section, British Embassy, British Forces Post Office No. 57.) (Tel. 31191.) For CYRENAICA only: Mr. C. Dyer, Second Secretary, British Embassy in Libya, Sharia Omar Scennib 15-19, BENGHAZI. (For correspondence: Commercial Section, British Embassy, British Forces Post Office, No. 55.) (Tel. 2118/2119/2120.)

LUXEMBOURG – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt, LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

MACAO – Mr. N. Ions, Consul, British Consulate, 52, Avenida Republica, P.O. Box 44, MACAO. ('Britain, Macao.') (Tel. 2978 or 3181.)

MADEIRA (C.) – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 20009.)

MALAGASY REPUBLIC (MADAGASCAR) – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. (Tel. 206-50.) (Telex 201-226 a/b Prodrome TANNA.)

MALAWI – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. (Tel. 8456.)

MALAYSIA – Mr. L. E. M. Taylor, Counsellor (Commercial); Mr. E. S. E. Newbold, First Secretary (Commercial), British High Commission in Malaysia, P.O. Box 1030, 3rd Floor, Police Co-operative Building, 1, Jalan Suleiman, KUALA LUMPUR. (Tel. 81901/6.) (Telex 201-275 a/b UKIMFR KL.)

JESSELTON – Mr. H. B. Herring, Second Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Chester Street, Jesselton, Sabah. (Tel. 4233, 4378 and 4424.) (Telex 201-209 a/b Ukrep JSN.)

KUCHING – Mr. T. Duffy, First Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching, Sarawak. (Tel. 3373/4.)

MALTA – Mr. A. J. Salmon, First Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. (Tel. Central 21285/6/7. (Telex 201-249 a/b Ukrep Malta.)

MARTINIQUE – Mr. L. Devaux, Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, FORT-DE-FRANCE. (Tel. Martinique 3813.)

MEXICO – Mr. R. D. C. McAlpine, Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. (Tel. 11.48.80-85.) (Telex 29-0177894 a/b Prodrome, Mex.)

MOCAMBIQUE (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 310 Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

MONGOLIA – Mr. R. Heath Mason, C.M.G., O.B.E., H.M. Ambassador, P.O. Box No. 703, ULAN BATOR. The People's Republic of Mongolia. (Tel. 70531.)

MOROCCO

RABAT – Mr. R. G. Giddens, First Secretary (Commercial), British Embassy, 28 bis Avenue Allal ben Abdallah,

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NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate

Telegraphic addresses unless otherwise stated:

Embassies – 'Prodrome' followed by the town name.

Consular offices – 'Britain' followed by the town name.

High Commission offices – 'Ukrep' followed by the town name.

Embassy, 20 Rue du Docteur Guillet, B.P. 6025, DAKAR. (Tel. 22383.) (Telex 201-548 a/b Prodrome, DKR.)
Boite Postale 45, Rabat. (Tel. 20905/6.) (Telex 29-31022 a/b Prodrome Rabat.)
CASABLANCA – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762, Casablanca. (Tel. 614.40/1.)
TANGIER – Mr. J. G. W. Ramage, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre, Tangier. (Tel. 15895-7.)

MUSCAT and OMAN – Mr. D. Pragnell, Vice-Consul, British Consulate-General, MUSCAT. ('Britain, Muscat.') (Tel. 271.) See also under BAHRAIN for regional matters.

NEPAL – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU. (Tel. 11081, 11588/9.)

NETHERLANDS – Mr. J. A. Turpin, C.M.G., Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout 32, THE HAGUE. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)
AMSTERDAM (C.G.) – Herengracht 460. (Tel. 233229 and 233490.)
ROTTERDAM (C.G.)– Parklaan 18. (Tel. 131555 and 138762.)

NEW ZEALAND – Mr. J. L. Reading, C.M.G., Counsellor (Commercial); Mr. E. J. Lindley, First Secretary (Commercial); British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, WELLINGTON, C.1. (Tel. 46-060.) (Telex 2607-NZ3325 a/b NZ3325.)
AUKLAND – Mr. J. D. Leithead, First Secretary (Commercial), British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, C.1. (Postal address: Private Bag, Auckland, C.1.) (Tel. 42-833 and 49-646.)
CHRISTCHURCH – Mr. J. R. Bolton, First Secretary (Commercial), British High Commission, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel 30-143.)

NICARAGUA – Mr. R. S. Ford, First Secretary and Consul, British Embassy, 3rd Floor, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA, D.N. (Postal address: Apartado 13, Managua, D.N., Nicaragua.) (Tel. 5301/2.)

NIGERIA – Mr. C. E. Dymond, Counsellor (Commercial); Mr. M. Z. Wasilewski, First Secretary (Commercial); British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, Lagos. (Postal address: Private Mail Bag 2060, G.P.O., Lagos, Nigeria.) (Tel. 26441.) (Telex 201-247 a/b Ukrep, Lagos.)
ENUGU – Mr. C. W. S. Dexter, Second Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 324, Garden Avenue, Enugu. (Tel. 3216.)
KADUNA – Mr. H. A. Rogers, Second Secretary (Commercial), Office of the British Deputy High Commissioner, United Bank of Africa, Hospital Road, Kaduna. (Postal address: Private Mail Bag 2096.) (Tel. 2573/5.)

NORWAY – Mr. C. G. Harris, C.M.G., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo.)
BERGEN (C) – Slottsgaten 1. (Tel. 10990.)

PAKISTAN – Mr. R. W. B. Carter, C.M.G., Counsellor (Commercial), British High Commission, 1st Floor, Finlay House, McLeod Road, KARACHI. (Tel. 222641/4.)
LAHORE – Mr. D. R. Collard, First Secretary (Economic), Office of the British Deputy High Commissioner,

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

(Commercial), British Embassy, Strandvagen 82, STOCKHOLM. (Tel. 67.01.40.) (Telex 2024-1340 a/b Britform STH.)
P.O. Box 416, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. (Tel. 62266.)
DACCA – Mr. T. W. Robinson, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan. D.I.T. Building, Dilkusha, P.O. Box 90, Dacca 2, East Pakistan. (Tel. 44216/8, 43251/3.)
CHITTAGONG – Mr. J. H. Chaplin, First Secretary (Commercial), Office of the British Deputy High Commissioner in East Pakistan, P.O. Box 19. Chamber of Commerce Building, Quaid-e-Azam Road, Chittagong, East Pakistan. ('Britradcom, Chittagong.') (Tel. 5971/2.)

PANAMA – Mr. D. G. Allen, First Secretary and Consul, British Embassy, Via Espana 120, PANAMA CITY. Postal address: Box B, Balboa Post Office, Canal Zone, Panama. (Tel. 3-0453.) (Telex 201-3481020 a/b Propana.)
COLON (C) – P.O. Box 1108, Cristobal, Canal Zone. (Tel. 7-3075.) Also Box 448, Colon, R.P.

PARAGUAY – Mr. S. Stephenson, First Secretary (Commercial) and Consul, British Embassy, 25 de Mavo 171 ASUNCION. (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146.) (Telex 201-039 a/b Prodrome ASN.)

PERU – Mr. H. D. G. Collings, First Secretary (Commercial), British Embassy, P.O. Box 854, Edificio Washington – 12th Floor, Plaza Washington, (sexta cuadra), Avenue Arequipa, LIMA. (Tel. 83830.) (Telex 201-WLA 5230 a/b Prodrome, Lima.)

PHILIPPINES – Mr. E. C. Kitson, O.B.E., First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

POLAND – Mr. R. M. John, Counsellor (Commercial), British Embassy, Aleje Röz 1. WARSAW. (Tel. 281001-5.) (Telex 29-81-694 a/b Prodrome WA.)

PORTUGAL – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa. 35-39, LISBON 3. (Tel. 661191/5.)
OPORTO (C.G.) – Palacio Atlantico, 7th Floor. Praca D. Joao 1. (Tel. 22442/3.)

QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, DOHA. ('Political, Qatar.') (Tel. 22637.) (Telex 201-315 a/b Political Doha.) See also under BAHRAIN for regional matters.

RUMANIA – Mr. A. Rendall, First Secretary (Commercial), British Embassy, 24, Strada Jules Michelet, BUCHAREST. (Tel. 11:16: 35/6.)

SAUDI ARABIA – Mr. R. McGregor, First Secretary (Commercial), British Embassy, P.O. Box 393, JEDDA. (Tel. 2544 and 3409.)

SENEGAL – Mr. J. H. Bailey, Second Secretary (Commercial) and Consul, British

SIERRA LEONE – Mr. G. Rutherford, Second Secretary (Commercial), Office of the British High Commissioner, B.W.A. Building, Oxford Street, FREETOWN. (Postal address: Private Mail Bag c/c, G.P.O., Freetown.) (Tel. 23961-6.)

SINGAPORE – Mr. L. F. Hope, First Secretary (Head of Commercial Section), British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, SINGAPORE, 1. (Tel. 95016.)

SOUTH AFRICA, REPUBLIC OF – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial); Mr. F. S. Fielding, O.B.E., First Secretary (Commercial); British Embassy, 6 Hill Street, PRETORIA. (Tel. 74-3121.) (Telex 201-PX1 a/b PI-44-641 PA.)
CAPE TOWN (C.G.) – Mr. H. Niblock, Consul (Commercial), 11th Floor, African Life Centre, 2 St. Georges Street, P.O. Box 500, Cape Town. (Tel. 3-7266/9.) (Telex 201-CX 5-7301 a/b 5-7301 CT.)
JOHANNESBURG (C.G.) – Mr. J. T. Hyslop, Consul (Commercial), 8th Floor, B.P. Centre, corner Harrison, Kerk and Loveday Streets, P.O. Box 10101, Johannesburg. ('Britconsul, Johannesburg.') (Tel. 834-6411.) (Telex 201-43-7115 JH a/b 43-7115 JH.)
DURBAN (C.G.) – Mr. M. J. A. P. Sullivan, Consul (Commercial), 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines.)) (Telex 201-6-7428 a/b 6-7428 DN.)
PORT ELIZABETH (C.) – Mr. D. S. Cross, Consul, The Standard Bank Building, 7th Floor, 32/36 Main Street, P.O. Box 917, Port Elizabeth. (Tel. 2-9549/50.)

SPAIN – Mr. D. I. Dunnett, C.M.G., O.B.E., Counsellor (Commercial), British Embassy, Fernando el Santo 16, MADRID, 4. (Tel. 219.02.00 (9 lines.)) (Telex 29-7656 a/b Prodrome Madrid.)
BARCELONA (C.G.) – Calle Junqueras 18, Apartado de Correos 1401, Barcelona, 3. (Tel. 2220791.)
BILBAO (C.) – 30 Gran Via. (Tel. 214780 and 214789.)
SEVILLE (C.G.) – Calle Frederico Rubio No. 12. (Tel. 228873/4/5.)
VALENCIA (C.) – Calle Coronista Carreres 1, 4a, Valencia 3. (Tel. 21-12-75.)
VIGO (C.) – Plaza de Compostela No. 23-6°, 6th Floor, P.O. Box 49. (Tel. 211450.)
PALMA DE MALLORCA (C.) – Calle General Mola, 6, 3° (28), Palma de Mallorca. (Tel. 1.20.85, 1.24.45.)
LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Apartado 2020, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 264372.)
SANTA CRUZ (C.) – La Marina 7, Apartado 109, Santa Cruz, Teneriffe, Canary Islands. (Tel. 242000.)

SUDAN – Mr. G. F. N. Reddaway, C.B.E., Counsellor (Commercial), British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. (Tel. 70760, 70766-9.)

There is an Honorary Vice-Consul at Paramaribo who will be glad to see British business visitors – Mr. C. H. Benz, British Vice-Consul, c/o Benz & Co. N.V., Kromme Elleboorgstraat 9, PARAMARIBO. (Tel. 2148.)

SWEDEN – Mr. K. E. Mackenzie, Counsellor

GOTHENBURG (C.G.) – Mr. P. D. Stobart, M.B.E., Consul-General, Ostra Larmgatan 16, Gothenburg, C. (Tel. 13.62.77.)

MALMO (C.) – Commercial Section, Lilla Nygatan 11, Malmö C. (Tel. 26635.)

SWITZERLAND – Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21/8.) (Telex 2052-32687 a/b Prodrome Bern.)

BASLE (C.) P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061)23.58.43.)

GENEVA (C.G.) – Quai Wilson 41, 1201 Geneva. (Tel. (022) 31.94.70.) (Telex 2052-22956 a/b Prodrome GVE-A.)

ZURICH (C.G.) – Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.) (Telex 2052-54260 a/b Britain, Zurich.)

SYRIAN ARAB REPUBLIC – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Qotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. Postal address: P.O. Box 37, Damascus, Syrian Arab Republic. (Tel. 32561/3.)

ALEPPO (C.) – P.O. Box 7, Aleppo. (Tel. 11218.)

THAILAND – Mr. W. J. Watts, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

TOGO – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire. Boite Postale 892, LOME. Republic of Togo. (Tel. 2085.) (Telex 201-210 a/b Prodrome Lomé.)

TRINIDAD AND TOBAGO – Mr. H. B. McKenzie Johnston, Counsellor (Commercial), British High Commission, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, Trinidad. (Tel. 52861/6.) (Telex 29-POS 52342 a/b POS 52342.)

TRUCIAL STATES

DUBAI – Commercial Officer, H.M. Political Agency, Ground Floor, Shaikh Ali Building, Deira, Dubai. ('Political, Dubai.') (Tel. 4225.) (Telex 201-226 a/b Political Dubai.)

ABU DHABI – Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

See also under BAHRAIN for regional matters.

TUNISIA – Mr. E. H. Noble, M.B.E., Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

TURKEY – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, ANKARA. (Tel. 12.10.90-5.)

ISTANBUL – Mr. W. J. Cheesman, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.) (Telex 201-298 a/b Britain IST.)

IZMIR (C.G.) – Mr. P. P. Galdies, Commercial Officer, Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 33508.)

UGANDA – Mr. J. R. Leeland, First Secretary (Commercial), British High Commission, P.O. Box 2894, 5 Shimoni Road, KAMPALA. (Tel. 57054/59.) (Telex 201-4106 a/b Ukrep, Kampala.)

UNITED ARAB REPUBLIC (Egypt) – Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

UNITED STATES

WASHINGTON – Sir J. E. Chadwick, K.C.M.G., H.M. Minister (Commercial); Mr. P. Ridley, Counsellor (Commercial); Mr. F. H. Jackson, O.B.E., First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.) Area Code 202. (Telex 2064-440015 a/b Britamb 440015.)

NEW YORK – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Postal address: P.O. Box 3434, New York 17, N.Y.) (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 a/b Prodrome or 2065-62515 a/b Prodrome.)

New York is the Senior Commercial post. Export Credits Guarantee Department's representative in N. America, Mr. R. F. L. Martin, is at the same address.]

ATLANTA – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON – Mr. G. Kent, Vice-Consul (Commercial), British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston 16, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312.

CLEVELAND – Mr. J. E. T. Thorne, Consul (Commercial), British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Government Trade Office, 813 Stemmonds Tower West, 2730 Stemmonds Freeway, Dallas, Texas 75207. ('Britrade, Dallas.') (Tel. ME7-3600.) Area Code 214.

DENVER – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. 2-2729.) Area Code 303.

DETROIT – Mr. F. W. Busby, Consul (Commercial), British Consulate-General, 1008 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON – Mr. A. L. Kettles, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. CA3-2301/2/3/4.) Area Code 713.

LOS ANGELES – Mr. B. H. Wilcox, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005. (Tel. DU 5-7381.) Area Code 213.

MIAMI – Mr. W. H. Adams, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25, S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Government Trade Office, 1209, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS – Mr. J. E. Litchfield, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, 12, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania, 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, 715 World Trade Building, Portland, Oregon 97204. (Tel. 227-5669.) Area Code 503.

SAN JUAN – Mr. H. Fletcher, Consul, British Consulate, P.O. Box 1307, Banco Popular Centre, 10th Floor (Room 1024), Hato Rey, San Juan 2, Puerto Rico, 00902. (Tel. 767-4435.)

ST. LOUIS – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate-General, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO – Mr. J. W. Hutson, Consul (Commercial), British Consulate-General, Hong Kong Bank Building, 160 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE – Mr. F. Culver, Vice-Consul (Commercial), British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 206.

[There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk, who will be glad to see British business visitors.]

BALTIMORE (C.) – Mr. H. M. Stewart, Vice-Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.) Area Code 301.

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

URUGUAY – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome MVD.)

U.S.S.R. – Mr. A. K. Rothnie, C.M.G., Counsellor (Commercial), British Embassy, Moscow. Mr. Rothnie receives all visitors at his offices, Kutuzovsky Prospekt 7/4, MOSCOW G-248. (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.) All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 72.

NOTES

C.G. = Consulate General
C. = Consulate
V.C. = Vice-Consulate

Telegraphic addresses unless otherwise stated:
Embassies – 'Prodrome' followed by the town name.
Consular offices – 'Britain' followed by the town name.
High Commission offices – 'Ukrep' followed by the town name.

VENEZUELA – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, 12th Floor, Avenida La Estancia No. 10, Cuidad Comercial Tomanaco, CARACAS. (Postal address: Apartado 1246, Caracas.) (Tel. 33.83.55/59.) (Telex 201-768 a/b 768 Procaracas.)

VIETNAM – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Boulevarde Thong Nhut, P.O. Box No. 1, SAIGON. (Tel. 23341/2.)

YUGOSLAVIA – Mr. A. J. Molyneux, Counsellor (Economic/Commercial), British Embassy, Ulica Generala Zdanova 46, BELGRADE. (Tel. 23536.) (Telex. 11468 a/b 11468 YU Probel.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37.627.) (Postal address: Britanski Generalri Konzulat, Zagreb, C.2.)

ZAMBIA – Mr. P. G. P. D. Fullerton, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. (Tel. 72097.) (Telex 201-4115 a/b Secretariat LS.)

IMPORTANT

THE INFORMATION given in this list **is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757) (Telex 25977).** A great deal of overseas commercial information is on record and can be supplied immediately.

British Trade Correspondents

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST: Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BERMUDA: Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

BRITISH HONDURAS: The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

BRUNEI: The Controller of Customs, Brunei.

FALKLAND ISLANDS: The Colonial Secretary, Stanley.

FIJI: Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva.

GIBRALTAR: Mr. E. H. Davis, O.B.E., The Financial Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

GILBERT AND ELLICE ISLANDS COLONY: The Accountant-General, Tarawa, Gilbert Islands.

HAITI – Hon. British Consul and Trade Correspondent, The Shell Co. (West Indies) Ltd., P.O. Box 617, PORT-AU-PRINCE. (Tel. 3472.)

MAURITIUS: Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

NEWFOUNDLAND: Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

SAMOA: Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

SEYCHELLES: Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

ST. HELENA: The Collector of Customs, St. Helena.

SOLOMON ISLANDS, BRITISH PROTECTORATE: Collector of Customs, Box G.20, Honiara, Guadalcanal, Western Pacific.

TASMANIA: Mr. W. T. Loney, National Mutual Buildings, 119 Macquarrie Street, Hobart. (Postal address: GPO Box 1068L, GPO, Hobart.) (Tel. Hobart 2-2776/7.)

TONGA: British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

TURKEY (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. 1072.)

Market Information

for businessmen going abroad

To business travellers abroad economy of time is a vital factor. In important centres in all overseas countries there are British Commercial Diplomatic Officers who are ready to assist and save valuable time by advising on local market conditions for all kinds of products in which visitors are interested, by providing information about customs duties and import regulations, by helping to find suitable agents or representatives and in various other ways.

All businessmen going abroad are urged to make use of these facilities. If they will first consult the Export Services Branch, any Regional Office of the Board of Trade, or the Ministry of Commerce, Northern Ireland, arrangements can be made for the appropriate officers in the countries they intend to visit to be furnished in advance with details of their requirements.

Get in touch with

Export Services Branch, Board of Trade

HILLGATE HOUSE, 35 OLD BAILEY, LONDON E.C.4. TELEPHONE: CITY 5757

Guide to countries in which towns are situated

Place	Country
Abidjan	Ivory Coast
Abu Dhabi	Trucial States
Accra	Ghana
Adana	Turkey
Addis Ababa	Ethiopia
Adelaide	Australia
Alberta	Canada
Aleppo	Syrian Arab Republic
Algiers	Algeria
Amman	Jordan
Amsterdam	Netherlands
Ankara	Turkey
Antwerp	Belgium
Apia	Samoa (Western)
Asmara	Ethiopia (Eritrea)
Asuncion	Paraguay
Athens	Greece
Atlanta	United States
Auckland	New Zealand
Baghdad	Iraq
Baltimore	United States
Bangkok	Thailand
Barcelona	Spain
Bari	Italy
Basle	Switzerland
Basra	Iraq
Bathurst	Gambia
Beirut	Lebanon
Belgrade	Yugoslavia
Belize	British Honduras
Benghazi	Libya
Bergen	Norway
Berlin	Germany
Berne	Switzerland
Bilbao	Spain
Blantyre	Malawi
Bogota	Colombia
Bombay	India
Bonn	Germany
Bordeaux	France
Boston	United States
Bridgetown	Barbados
Brisbane	Australia
Brussels	Belgium
Bucharest	Rumania
Budapest	Hungary
Buea	Cameroon
Buenos Aires	Argentina
Cairo	United Arab Republic (Egypt)
Cagliari	Italy (Sardinia)
Calcutta	India
Canberra	Australia
Capetown	South Africa
Caracas	Venezuela
Casablanca	Morocco
Chicago	United States
Chittagong	Pakistan
Christchurch	New Zealand
Cleveland	United States
Colombo	Ceylon
Colon	Panama
Copenhagen	Denmark
Dacca	Pakistan
Dakar	Senegal
Damascus	Syrian Arab Republic
Delhi	India
Denver	United States
Detroit	United States
Djakarta	Indonesia
Doha	Qatar
Dubai	Trucial States
Dublin	Irish Republic
Durban	South Africa
Dusseldorf	Germany
Edmonton	Canada
Enugu	Nigeria
Florence	Italy
Floriana	Malta
Fort-de-France	Martinique
Frankfurt	Germany
Freetown	Sierra Leone
Funchal	Madeira
Gaberones	Botswana
Geneva	Switzerland
Genoa	Italy
Georgetown	Guyana
Ghent	Belgium
Gothenburg	Sweden
Guatemala City	Guatemala
Guayaquil	Ecuador
Hague, The	Netherlands
Halifax	Canada (Atlantic Provinces)
Hamburg	Germany
Hamilton	Bermuda
Hanover	Germany
Havana	Cuba
Helsinki	Finland
Hobart	Tasmania (Australia)
Honiara	Solomon Islands, British Protectorate
Honolulu	United States
Houston	United States
Istanbul	Turkey
Izmir	Turkey
Jedda	Saudi Arabia
Jesselton	Malaysia
Johannesburg	South Africa
Kabul	Afghanistan
Kaduna	Nigeria
Kampala	Uganda
Karachi	Pakistan
Katmandu	Nepal
Khartoum	Sudan
Kingston	Jamaica
Kinshasa	Democratic Republic of Congo
Kuala Lumpur	Malaysia
Kuching	Malaysia
Lagos	Nigeria
Lahore	Pakistan
La Paz	Bolivia
Las Palmas	Spain (Canary Islands)
Liège	Belgium
Lille	France
Lima	Peru
Lisbon	Portugal
Lomé	Togo
Los Angeles	United States
Lourenço Marques	Mocambique (Portuguese East Africa)
Luanda	Angola (Portuguese West Africa)
Lubumbashi	Democratic Republic of Congo
Lusaka	Zambia
Lyons	France
Madras	India
Madrid	Spain
Mahé	Seychelles
Malmö	Sweden
Managua	Nicaragua
Manama	Bahrain
Manila	Philippines
Marseilles	France
Maseru	Lesotho
Melbourne	Australia
Messina	Italy (Sicily)
Mexico City	Mexico
Miami	United States
Milan	Italy
Monrovia	Liberia
Montevideo	Uruguay
Montreal	Canada
Moscow	U.S.S.R.
Munich	Germany
Muscat	Muscat & Oman
Naples	Italy
Nairobi	Kenya
Nassau	Bahamas
New Delhi	India
New Orleans	United States
New York	United States
Nicosia	Cyprus
Norfolk	United States
Nukualofa	Tonga (Pacific Islands)
Oporto	Portugal
Osaka	Japan
Oslo	Norway
Ottawa	Canada
Palermo	Italy (Sicily)
Palma de Mallorca	Spain (Balearic Islands)
Panama City	Panama
Paramaribo	Surinam
Paris	France
Peking	China
Perth	Australia
Philadelphia	United States
Phnom Penh	Cambodia
Piraeus	Greece
Ponta Delgada	Azores
Port-au-Prince	Haiti
Port Elizabeth	South Africa
Port Louis	Mauritius
Port of Spain	Trinidad
Portland	United States
Prague	Czechoslovakia
Pretoria	South Africa
Quebec City	Canada
Quito	Ecuador
Rabat	Morocco
Rangoon	Burma
Regina	Canada
Reykjavik	Iceland
Rio de Janeiro	Brazil
Rome	Italy
Rotterdam	Netherlands
Saigon	Vietnam
St. John's	Newfoundland (Canada)
St. Louis	United States
Salonika	Greece
San Francisco	United States
San Jose	Costa Rica
San Juan	(Puerto Rico) U.S.A.
San Salvador	El Salvador
San Sebastian	Spain
Santa Cruz (Teneriffe)	Spain (Canary Islands)
Santiago	Chile
Santo Domingo	Dominican Republic
Sao Paulo	Brazil
Seattle	United States
Seoul	Korea
Seville	Spain
Sofia	Bulgaria
Stanley	Falkland Islands
Stockholm	Sweden
Strasbourg	France
Stuttgart	Germany
Suva	Fiji Islands
Sydney	Australia
Taipei	Formosa
Tamsui	Formosa

Place	Country	Place	Country	Place	Country
Tananarive	Malagasy Republic	Turin	Italy	Warsaw	Poland
Tangier	Morocco			Washington	United States
Tarawa	Gilbert and Ellice Islands			Wellington	New Zealand
Tegucigalpa	Honduras	Ulan Bator	Mongolia	Windhoek	South West Africa
Tehran	Iran			Winnipeg	Canada
Tel Aviv	Israel				
Teneriffe	Canary Islands (Spain)				
The Hague	Netherlands	Valencia	Spain	Yaoundé	Federal Republic of Cameroon
Thorshavn	Faroe Islands (Denmark)	Vancouver	Canada		
Tokyo	Japan	Venice	Italy		
Toronto	Canada	Vienna	Austria		
Tripoli	Libya	Vientiane	Laos	Zagreb	Yugoslavia
Tunis	Tunisia	Vigo	Spain	Zurich	Switzerland

Board of Trade Regional Controllers

For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.

Northern Region
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, Town Hall, Cockermouth, Cumberland. (Tel. Cockermouth 3498/9).

Yorkshire and Humberside Region
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – ECONPLAN LDS).

North Western Region
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back – BOT MCHR).

Midland Region
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
J. F. Jardine, Five Ways House, Islington Row, Birmingham, 15. (Tel. Birmingham Midland 8221. Code: 021. 643 8221. TELEX. 33702, Answer Back – BOT BHAM).

Eastern Region
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

London and South Eastern Region
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX 25991, Answer Back – BOTCROMWELL LDN).

South Western Region
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
L. I. Macbeth, The Pithay, Bristol 1.
(Tel. Bristol 21071. Code: OBR 2. TELEX. 44214, Answer Back – BOT BRISTOL).

Wales
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff.
(Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).
North Wales District Office: J. W. Lewis, Government Buildings, Dinerth Road, Colwyn Bay, Denbighshire. (Tel. Colwyn Bay 44261).

Scotland
The whole of Scotland.
P. J. L. Homan, 314 St. Vincent Street, Glasgow, C.3
(Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OIN 3. 30867).

Northern Ireland
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

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EXPORT INQUIRIES

Most of the detailed information which British traders may need to help them sell their goods overseas can be obtained by contacting the nearest Regional Office of the Board of Trade or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).

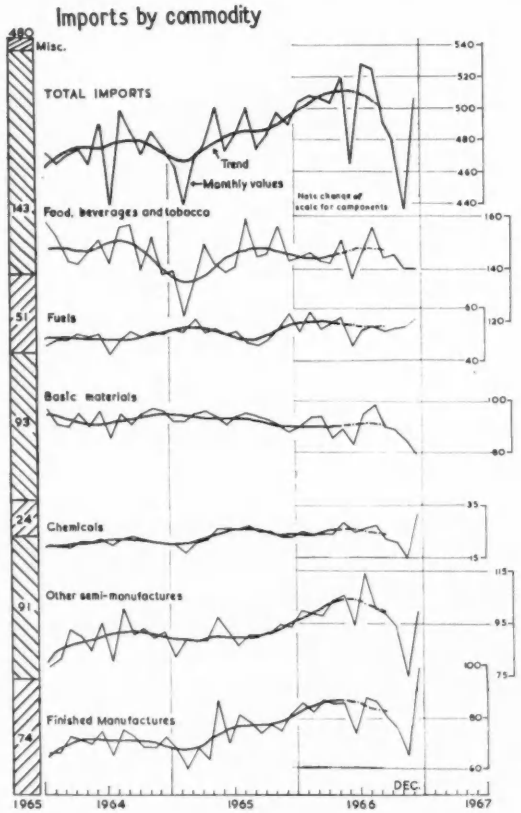
It may save you time if your export inquiries are sent in the first place to the Board of Trade rather than to Trade Commissioners or Commercial officers overseas. A list of addresses of Regional Offices of the Board of Trade was given on page 31 of January 6 issue.

Table 5. Imports: areas†

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Sterling Area	Western Europe	North America	Latin America	Soviet Union and Eastern Europe	Rest of World	Total
1965 Year	151	158	94	24	18	35	479
1966 Year*	149	172	96	24	20	35	496
1st quarter	149	178	105	23	17	37	507
2nd quarter	149	176	95	23	21	35	495
3rd quarter	156	175	99	24	22	35	513
4th quarter*	144	162	86	25	19	35	474
October	157	156	85	27	17	33	478
November	135	144	78	28	19	33	437
December*	139	187	95	20	22	39	507
3rd quarter	156	175	99	24	22	35	513
4th quarter*	144	162	86	25	19	35	474

*Provisional estimates.
†From January 1966, Rhodesia has been excluded from the sterling area figures and included with the 'rest of the world'.



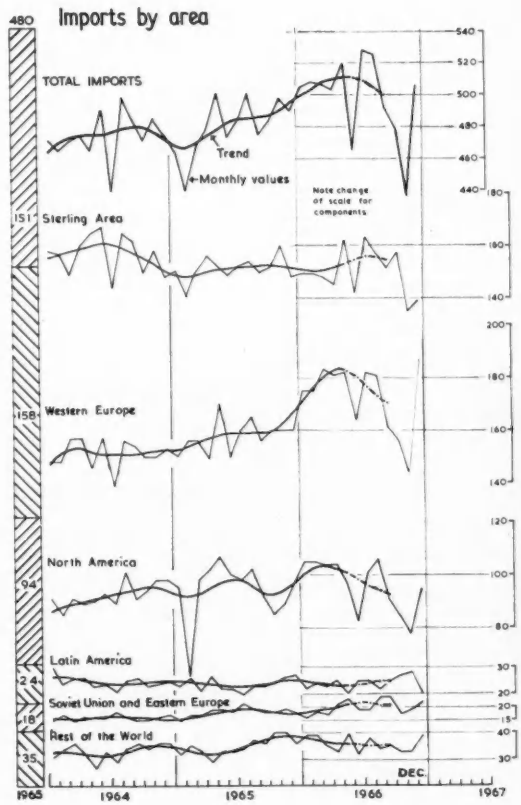


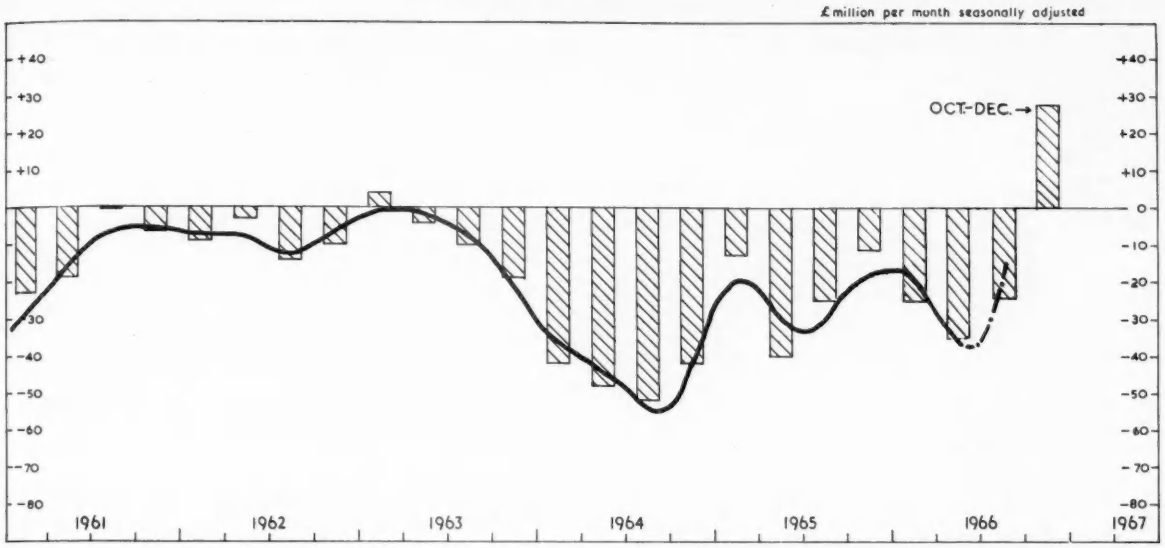
Table 4. Imports: commodity classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

	Food, beverages and tobacco	Fuels	Industrial materials				Finished manufactures	Miscellaneous	Total
			Total	Basic materials	Chemicals	Other semi-manufactures			
1965 Year	142	51	207	92	24	91	74	6	479
1966 Year*	143	52	212	89	25	99	83	7	496
1st quarter	145	54	216	92	24	99	84	8	507
2nd quarter	143	52	213	86	26	102	82	6	495
3rd quarter	148	52	224	94	25	105	84	6	513
4th quarter*	142	54	197	84	23	89	79	7	474
October	145	52	204	89	21	94	75	6	478
November	140	53	176	85	15	75	65	6	437
December*	140	56	210	79	32	100	98	8	507
3rd quarter	148	52	224	94	25	105	84	6	513
4th quarter*	142	54	197	84	23	89	79	7	474

*Provisional estimates.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

INDEX INQUIRIES

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Shipping movement at United Kingdom ports

Foreign and coastal trade movements in September, 1966

THE TOTAL net tonnage of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during September 1966 amounted to 15,261 thousand net tons: this was 7.5 per cent higher than the tonnage for the same month in 1965. Commonwealth vessels accounted for 6,909 thousand net tons.

The net tonnage of foreign vessels entering and clearing with cargo during the first nine months of the year showed a decrease of 3,039 thousand net tons over the figures for the same period of 1965.

There was an increase of 13.7 per cent in the total net tonnage of coastal trade arrivals and departures with cargo for September, and a decrease of 4.4 per cent for the first nine months of the year compared with 1965. These figures may still be affected by the aftermath of the seamen's strike.

Definitions

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or form one port to another in the United Kingdom, so long as the

Table 1. Shipping movements at United Kingdom ports

Foreign Trade		Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
			Thousand Net Tons					Thousand Net Tons			
			Entered					Cleared			
With cargo:	Month of September 1965	5,761	9,082	4,216	206	4,659	4,604	5,108	2,636	149	2,324
	Month of September 1966	5,619	9,548	3,808	244	5,496	4,711	5,713	2,708	149	2,857
	Nine months ending September 1965	49,351	82,100	35,694	1,891	44,515	39,969	43,871	22,193	1,389	20,290
	Nine months ending September 1966	48,341	81,638	30,385	1,739	49,514	38,961	43,774	19,406	1,373	22,994
In ballast:	Month of September 1965	2,012	2,720	1,474	39	1,207	2,967	6,506	3,007	102	3,397
	Month of September 1966	2,096	3,248	1,651	55	1,541	3,224	7,189	2,847	130	4,213
	Nine months ending September 1965	15,022	20,168	10,061	492	9,615	24,184	58,332	23,317	1,043	33,972
	Nine months ending September 1966	14,747	21,462	9,411	387	11,664	25,464	62,071	21,288	1,019	39,763

(1) Includes Irish Republic and South Africa.

Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	September		Nine months ended September		September		Nine months ended September	
	1965	1966	1965	1966	1965	1966	1965	1966
Nationality of vessels:	Number of vessels							
United Kingdom	1,890	1,751	15,752	13,286	1,598	1,591	13,429	11,287
Other Commonwealth	151	139	1,226	1,235	181	157	1,513	1,401
Foreign	3,720	3,729	32,373	33,820	2,825	4,711	25,027	26,273
Total	5,761	5,619	49,351	48,341	4,604	6,459	39,969	38,961
	Thousand net tons							
Commonwealth (1):								
Registered in United Kingdom	4,216	3,808	35,694	30,386	2,636	2,708	22,193	19,406
Registered in Canada	—	—	4	7	—	—	—	14
Registered in other countries	206	244	1,888	1,732	149	149	1,389	1,359
Soviet	80	96	705	705	28	17	262	321
Finnish	57	48	561	622	27	26	232	292
Swedish	305	447	2,997	3,547	73	221	1,053	1,576
Norwegian	1,102	1,147	9,769	11,122	482	633	3,821	4,531
Danish	209	275	2,275	2,599	167	202	1,458	1,574
Polish	13	46	185	209	12	13	131	98
German (Federal Republic)	421	433	3,298	3,607	196	239	1,984	2,158
Dutch	619	710	5,848	5,972	429	432	3,932	4,043
Belgian	203	189	1,733	1,888	174	172	1,371	1,530
French	446	426	3,663	3,355	340	312	2,352	2,396
Spanish	38	37	465	467	34	40	425	460
Italian	87	139	1,236	1342	7	14	52	137
Yugoslav	26	16	106	94	4	16	62	67
Greek	185	153	1,788	1,523	52	89	452	653
United States of America	174	257	1,701	1,883	141	174	1,294	1,492
Panamanian	102	100	1,229	1,312	34	44	260	264
Liberian	487	798	5,737	6,971	21	84	336	474
Other	107	178	1,219	1,796	103	129	813	928
Total foreign	4,659	5,496	44,515	49,514	2,324	2,856	20,290	22,994
TOTAL	9,082	9,548	82,100	81,638	5,108	5,713	43,871	43,774
Trading areas:								
Irish Republic	556	565	4,168	3,631	540	547	4,078	3,868
Northern Europe (Foreign)	2,168	2,425	19,545	19,754	1,710	1,984	15,505	16,104
Europe (Atlantic) and Western Mediterranean Countries	1,243	1,160	9,573	9,507	911	863	6,822	6,487
Central and Eastern Mediterranean Countries	869	906	9,181	9,681	140	155	1,188	1,290
West and South Africa	533	652	5,438	5,875	172	294	1,808	2,072
East Africa, Persian Gulf, India	1,164	1,257	10,583	11,109	230	194	2,120	1,783
Eastern Asia and Islands in the Pacific	177	243	1,748	1,992	190	200	1,627	1,684
Australasia	218	302	2,527	2,845	180	220	1,543	1,438
North America (Atlantic Coast)	1,315	1,265	9,552	9,422	750	986	6,415	6,612
West Indies and Central America (Atlantic Coast)	593	565	6,705	5,758	144	177	1,363	1,478
South America (Atlantic Coast)	153	164	1,498	1,384	86	65	829	596
South and Central America (Pacific Coast)	11	10	338	182	8	21	163	133
North America (Pacific Coast)	77	19	1,182	402	44	5	396	224
Other areas	5	15	61	96	4	2	13	6
Total Commonwealth Countries (1)	2,875	2,763	25,870	23,499	1,534	1,499	12,526	11,203
Total Foreign Countries	6,207	6,785	56,230	58,138	3,575	4,214	31,346	32,570
TOTAL	9,082	9,548	82,100	81,638	5,108	5,713	43,871	43,774

(1) Includes Irish Republic and South Africa.

vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail except those loading or unloading only Government stores, bunkers or ships' stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ships' stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

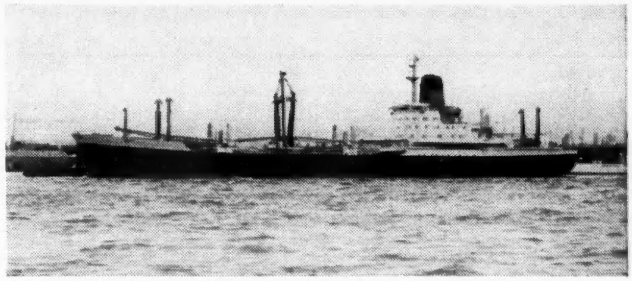

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Table 3. Foreign trade arrivals and departures at principal ports, January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	9	13	41	36	27	69	29	16	58	38	28	79
Bristol	3,074	2,958	13,09	3,184	3,037	1,361	487	388	399	2,853	3,079	1,267
Cardiff	1,237	1,044	456	1,444	1,384	684	342	375	342	1,587	1,471	701
Dover	3,041	3,038	2,525	7,580	7,892	6,585	2,940	2,822	2,175	7,554	7,754	6,436
Falmouth (inc. Truro)	51	54	31	671	1,076	215	2	42	31	978	1,549	261
Folkestone	636	585	514	1,049	968	754	461	457	444	1,092	864	726
Grimsby (inc. Immingham)	2,025	2,472	2,323	2,234	2,784	2,545	443	956	800	2,111	2,613	2,626
Harwich	3,467	3,792	2,803	3,696	4,033	3,039	3,627	3,892	2,883	3,744	4,080	3,055
Holyhead	1,317	1,187	795	1,394	1,291	848	1,302	1,208	792	1,374	1,294	846
Hull	3,512	3,525	2,982	3,747	3,755	3,250	1,235	1,612	2,050	3,652	3,752	3,210
Lancaster	187	222	39	210	235	56	15	45	26	174	194	45
Liverpool	11,340	10,976	4,031	13,316	12,737	4,922	5,512	5,100	3,235	13,701	13,117	4,879
London	21,916	21,441	10,798	27,482	27,116	13,106	10,773	10,627	7,635	26,245	26,603	13,365
Manchester (inc. Runcorn)	4,273	4,297	2,008	4,511	4,509	2,269	1,370	1,281	1,461	3,935	4,098	2,333
Middlesbrough	2,361	2,233	1,046	3,172	2,856	1,404	1,547	1,372	1,004	3,451	3,166	1,504
Milford Haven	4,570	5,171	301	5,437	5,753	627	762	752	310	5,109	5,675	602
Newhaven	831	675	758	919	726	810	759	660	738	880	697	790
Newport (Mon.)	916	1,061	433	1,391	1,424	663	785	690	595	1,594	1,583	788
Plymouth	199	246	367	518	329	551	110	309	327	507	524	578
Southampton	12,921	12,137	2,195	15,623	15,052	2,806	6,419	5,834	1,725	15,495	15,308	2,781
Swansea	637	438	273	1,665	1,410	912	1,592	1,350	1,168	1,928	1,694	1,276
Tyne Ports	1,940	1,873	1,123	2,942	2,611	1,432	1,249	1,267	826	3,413	3,081	1,409
Glasgow	4,086	3,911	1,152	4,659	4,443	1,332	2,072	1,884	754	4,727	4,604	1,305
Grangemouth	695	943	865	1,089	1,271	1,078	898	989	807	1,174	1,457	1,064
Greenock	605	237	73	1,820	1,760	260	369	69	23	2,030	1,700	231
Leith	638	616	851	713	707	891	263	228	485	627	631	746
Belfast	1,654	1,522	1,005	1,732	1,692	1,150	379	326	447	1,525	1,283	849
Other Ports	7,082	6,891	12,284	8,634	8,713	16,236	3,942	3,756	9,664	8,448	8,389	16,401
TOTAL	95,220	93,557	55,381	120,869	119,590	69,856	49,683	48,308	41,204	119,945	120,251	70,152

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Table 4. Coasting trade arrivals and departures at principal ports, January-September

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1965	1966		1965	1966		1965	1966		1965	1966	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	20	5	25	1,545	1,088	1,512	1,527	1,081	1,462	1,550	1,094	1,497
Bristol	1,165	1,086	943	1,640	1,612	3,468	963	613	2,107	2,012	1,644	3,554
Cardiff	461	449	564	1,213	1,045	2,154	232	260	1,005	941	957	2,154
Cowes	1,505	1,616	8,125	3,599	3,389	15,734	1,404	1,514	7,336	3,588	3,707	17,114
Falmouth	138	135	155	563	769	574	84	92	340	189	230	506
Hartlepool	56	46	71	467	307	388	391	246	263	477	337	360
Hull	687	827	330	1,281	1,414	1,191	595	642	718	1,310	1,296	1,191
Immingham	528	607	174	1,104	1,384	791	754	1,019	709	1,161	1,475	905
Lancaster	1,197	937	623	1,485	1,099	951	982	1,077	913	1,245	1,262	1,037
Liverpool	2,564	2,164	2,000	3,623	3,119	3,291	2,373	1,978	2,619	3,654	3,268	3,461
London	5,653	5,200	4,151	7,225	6,818	6,434	1,810	2,047	2,205	7,781	7,474	6,525
Manchester	704	949	605	1,088	1,327	1,340	649	617	752	1,202	1,269	1,330
Middlesbrough	330	365	285	1,042	1,007	1,117	261	278	557	799	739	967
Milford Haven	202	234	61	2,438	2,866	1,063	2,599	2,975	1,070	2,769	3,180	1,129
Newport (Mon.)	283	308	970	462	493	1,152	17	11	27	336	343	1,017
Portsmouth	312	296	1,514	2,445	2,496	10,439	61	62	712	2,448	2,445	10,374
Preston	836	813	1,439	917	890	1,631	787	772	1,340	960	929	1,730
Southampton	2,488	2,429	8,053	4,416	4,430	10,060	3,759	3,851	8,440	4,406	4,405	10,038
Sunderland	192	139	158	1,290	1,079	1,212	999	864	958	1,247	1,019	1,164
Swansea	102	138	340	1,236	1,291	2,666	754	866	1,941	931	998	2,284
Tyne Ports	523	544	131	2,876	2,397	1,548	1,374	1,123	1,076	2,389	1,998	1,571
Glasgow	943	946	759	1,611	1,510	1,225	718	602	710	1,520	1,380	1,263
Belfast	4,592	4,548	5,789	4,910	4,777	6,175	3,835	3,726	4,220	5,013	4,810	6,357
Other Ports	10,347	9,514	21,206	14,724	13,550	33,280	7,622	6,660	12,614	14,595	13,258	32,539
TOTAL	35,823	34,296	58,471	63,200	60,157	109,396	34,550	32,977	54,094	62,523	59,519	110,087

Table 5. Shipping movement at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of September 1965	6,282	3,156	2,687	469	5,868	3,166	2,693	473
Month of September 1966	6,284	3,601	2,787	814	6,064	3,562	2,742	821
Nine months ending September 1965	5,5291	30,629	25,406	5,224	52,583	30,452	24,892	5,560
Nine months ending September 1966	51,226	29,165	21,909	7,256	49,048	28,985	21,393	7,592
In ballast: Month of September 1965	6,012	2,840	2,373	466	6,292	2,788	2,383	404
Month of September 1966	6,289	3,079	2,439	641	6,287	2,965	2,424	541
Nine months ending September 1965	54,130	27,014	22,130	4,884	55,856	26,390	22,185	4,205
Nine months ending September 1966	50,367	25,591	19,561	6,030	52,972	25,120	19,812	5,308
Coasting Trade – United Kingdom								
With cargo: Month of September 1965	7,127	3,699	3,211	488	6,460	3,630	3,106	524
Month of September 1966	7,167	4,243	3,335	908	6,705	4,087	3,182	906
Nine months ending September 1965	62,823	35,823	30,195	5,629	57,791	34,549	28,674	5,875
Nine months ending September 1966	58,471	34,296	26,138	8,158	54,094	32,977	24,689	8,288
In ballast: Month of September 1965	6,081	2,874	2,390	483	6,633	2,954	2,529	424
Month of September 1966	6,350	3,139	2,463	677	6,611	3,114	2,552	562
Nine months ending September 1965	54,793	27,377	22,416	4,960	59,033	27,975	23,475	4,500
Nine months ending September 1966	50,925	25,861	19,730	6,132	55,993	26,542	20,943	5,599

(a) Commonwealth and Irish Republic.

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Metal working machine tools, deliveries and orders in November 1966

The current monthly figures shown on the accompanying tables are based on returns made to the Ministry of Technology by firms accounting for about 66 per cent of deliveries and include estimates for the remainder of the industry. These monthly estimates are revised in the light of the more complete information obtained from the quarterly inquiry covering metal working machine tools.

THE MINISTRY OF TECHNOLOGY report that in November 1966 total deliveries of machine tools amounted to £12.6 million and net new orders to £12.4 million. Orders outstanding at the end of the month totalled £104.0 million.

Home market

Although too much emphasis should not be placed on one month's figures, home deliveries in November at £9.2 million seasonally adjusted fell below those of the corresponding month of the previous year for the first time for two and a half years. The seasonally adjusted average for the last three months was £9.8 million, much the same as in the previous three months, so that indications are that home deliveries have ceased to rise but remain on a high plateau.

Home net new orders at £9.6 million seasonally adjusted recovered from the low October figure, and the average of the last three months at £9.9 million was 6 per cent above the previous three months. Although orders outstanding at £73.9 million were 2 per cent below the level of a year ago, they were marginally higher than at end-October and still represented about seven and a half months' work at average recent delivery rates.

Export

Deliveries for export have also ceased to rise. In November, on a seasonally adjusted basis, they were £3.1 million, and the average of the last three months was £3.2 million, the same as the previous three months. Net new orders, at £2.7 million, seasonally adjusted, fell back to the low level of a year ago, and the average of the last three months at £3.0 million was 3 per cent below the previous three months. Orders outstanding at £30.2 million were slightly down on October but 2 per cent higher than a year earlier. They represented just over nine months' work at recent delivery rates.

Table 1. Metal working machine tools orders and deliveries: recorded figures (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	116,916	32,088	84,829	126,926	36,420	90,509
1962	127,172	35,471	91,701	88,266	34,691	53,576	98,522	38,074	60,449
1963	114,162	39,188	74,974	69,025	29,156	39,869	94,920	33,653	61,267
1964	121,709	37,801	83,908	86,573	29,527	57,046	139,257	38,172	101,805
1965 (3)	141,289	40,704	100,585	104,195	28,860	75,335	157,702	39,616	118,086
1965 1st quarter	36,837	11,343	25,494	91,438	29,079	62,359	40,492	10,473	30,019
2nd quarter	34,200	11,138	23,062	96,687	29,741	66,946	39,449	11,800	27,649
3rd quarter	33,641	9,522	24,119	102,342	29,651	72,690	39,297	9,432	29,864
4th quarter	36,611	8,701	27,910	104,195	28,860	75,335	38,464	7,910	30,554
1966 1st quarter	37,876	9,064	28,812	104,906	28,268	76,638	38,587	8,472	30,115
2nd quarter	35,542	7,855	27,687	107,716	30,046	77,670	38,352	9,633	28,718
3rd quarter	37,457	9,417	28,040	105,423	30,328	75,095	35,164	9,698	25,466
4th quarter									
1965 January	11,116	3,637	7,479	91,614	29,915	61,699	14,948	3,603	11,345
February	12,182	3,808	8,374	91,874	29,189	62,685	12,442	3,081	9,361
March	13,539	3,899	9,640	91,438	29,079	62,359	13,103	3,789	9,314
April	10,433	2,991	7,442	93,638	29,860	63,779	12,634	3,772	8,862
May	11,754	3,473	8,280	95,907	30,768	65,139	14,022	4,382	9,641
June	12,014	4,673	7,341	96,687	29,741	66,946	12,793	3,647	9,147
July	10,943	3,121	7,822	102,737	29,961	72,776	16,993	3,341	13,652
August	9,847	2,838	7,009	104,442	30,098	74,344	11,552	2,975	8,577
September	12,852	3,563	9,288	102,342	29,651	72,690	10,751	3,116	7,635
October	10,841	2,719	8,122	104,272	30,013	74,259	12,772	3,081	9,691
November	12,538	2,913	9,624	104,808	29,575	75,233	13,073	2,475	10,598
December	13,232	3,069	10,163	104,195	28,860	75,335	12,619	2,354	10,265
1966 January	10,749	2,451	8,298	105,445	29,398	76,048	11,999	2,988	9,011
February	11,602	3,003	8,599	105,422	28,627	76,795	11,579	2,232	9,347
March	15,526	3,611	11,915	104,906	28,268	76,638	15,009	3,252	11,757
April	10,543	2,187	8,356	107,449	29,780	77,670	13,087	3,699	9,388
May	11,987	2,763	9,224	107,074	30,354	76,720	11,612	3,337	8,274
June	13,012	2,905	10,106	107,716	30,046	77,670	13,653	2,597	11,056
July	11,257	2,735	8,522	109,292	31,160	78,132	12,833	3,849	8,984
August	11,359	3,082	8,277	107,820	30,918	76,903	9,888	2,839	7,048
September	14,841	3,600	11,241	105,423	30,328	75,095	12,444	3,010	9,434
October*	12,144	3,160	8,983	104,232	30,752	73,480	10,953	3,586	7,367
November*	12,555	3,094	9,461	104,044	30,162	73,882	12,367	2,504	9,864
December									
January-November 1965	128,057	37,635	90,422	104,808	29,575	75,233	145,083	37,262	107,821
January-November 1966*	135,574	32,591	102,983	104,044	30,162	73,882	135,423	33,893	101,530
Percentage change	+6	—13	+14	—1	+2	—2	—7	—9	—6

* Provisonal.
(1) Figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.

Total

After allowance for seasonal factors, total deliveries in November were rather lower than in October, but the average for September/November showed no change compared with the previous three months. With the increase in home net new orders more than offsetting the fall in export orders, the seasonally adjusted total of orders for the three months to November still exceeded the average for the previous three months.

Following the receipt of the more detailed and comprehensive information for the third quarter of the year, the earlier figures for the months since June have been revised downwards.

Table 2. Metal working machine tools orders and deliveries: seasonally adjusted (1)

£'000

	Deliveries			Orders outstanding (end of period)			Net new orders (2)		
	Total	For Export	Home	Total	For Export	Home	Total	For Export	Home
1961	115,713	28,627	87,086	118,058	31,969	86,089	126,967	36,337	90,630
1962	127,172	35,471	91,702	88,946	34,397	54,549	98,061	37,899	60,162
1963	114,162	39,188	74,974	69,728	28,981	40,747	94,944	33,772	61,172
1964	121,709	37,801	83,908	87,785	29,461	58,324	139,766	38,281	101,485
1965 (3)	141,289	40,704	100,585	105,832	28,803	77,029	159,335	40,045	119,290
1965 1st quarter	34,153	10,444	23,709	92,712	30,165	62,547	39,079	11,147	27,932
2nd quarter	35,002	11,796	23,206	96,576	29,831	66,745	38,867	11,462	27,405
3rd quarter	35,244	9,903	25,340	102,791	28,844	73,947	41,459	8,917	32,542
4th quarter	36,890	8,561	28,329	105,832	28,803	77,029	39,931	8,520	31,411
1966 1st quarter	34,833	8,206	26,626	107,308	29,367	77,941	36,308	8,770	27,538
2nd quarter	36,867	8,292	28,575	109,113	30,189	78,924	38,672	9,115	29,557
3rd quarter	39,481	10,124	29,357	107,854	29,853	78,001	38,130	9,697	28,433
4th quarter									
1965 January	10,921	3,571	7,350	91,989	29,855	62,134	15,125	3,965	11,160
February	11,788	3,566	8,222	91,424	29,543	61,881	11,223	3,254	7,969
March	11,444	3,307	8,137	92,712	30,165	62,547	12,731	3,928	8,803
April	11,211	3,316	7,895	93,591	30,879	62,713	12,091	4,030	8,061
May	11,711	3,613	8,097	96,243	31,492	64,751	14,362	4,227	10,135
June	12,080	4,866	7,214	96,576	29,831	66,745	12,413	3,205	9,208
July	11,005	3,076	7,929	101,666	29,753	71,913	16,095	2,999	13,096
August	11,995	3,484	8,511	102,667	29,422	73,245	12,996	3,152	9,844
September	12,244	3,344	8,900	102,791	28,844	73,947	12,369	2,766	9,603
October	11,293	2,649	8,645	104,243	29,310	74,933	12,746	3,115	9,631
November	12,766	3,099	9,667	104,778	28,939	75,839	13,300	2,727	10,573
December	12,831	2,814	10,017	105,832	28,803	77,029	13,885	2,678	11,207
1966 January	10,823	2,330	8,493	105,581	29,473	76,108	10,572	3,000	7,572
February	10,979	2,750	8,229	105,629	29,198	76,431	11,026	2,475	8,551
March	13,031	3,126	9,905	107,308	29,367	77,941	14,710	3,295	11,415
April	11,397	2,517	8,880	108,838	30,563	78,275	12,927	3,714	9,213
May	11,966	2,887	9,079	108,307	30,719	77,588	11,434	3,042	8,392
June	13,504	2,888	10,616	109,113	30,189	78,924	14,311	2,359	11,952
July	11,843	3,012	8,831	109,036	31,034	78,002	11,765	3,857	7,908
August	13,752	3,791	9,961	106,457	30,239	76,218	11,172	2,995	8,177
September	13,886	3,321	10,565	107,854	29,853	78,001	15,193	2,845	12,348
October*	12,889	3,219	9,670	106,072	30,075	75,997	11,107	3,441	7,666
November*	12,365	3,135	9,230	105,974	29,603	76,371	12,267	2,663	9,604
December									
Average of the latest 3 months* (4)	13,047	3,225	9,822	105,974	29,603	76,371	12,856	2,983	9,873
Average of the previous 3 months (4)	13,033	3,230	9,803	106,457	30,239	76,218	12,416	3,070	9,346
Percentage change	N/C	N/C	N/C	N/C	—2	N/C	+4	—3	+6

* Provisional.
(1) The figures have been rounded off to the nearest final digit and there may be an apparent slight discrepancy between the sum of the constituent items and the totals shown.
(2) Figures are derived from deliveries and the change in orders on hand during the period.
(3) Between December 1964 and January 1965 there is a small increase (under 5 per cent) due to the inclusion of additional firms.
(4) Orders outstanding refer to end of 3 month periods.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "*. . . essential statistical data on the really important aspects of this country's trade . . . in exceedingly convenient form.*" – *The Times.*

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HMSO

Production in the cotton industry

THE VOLUME of production, which includes the processing of continuous filament yarns of man-made fibres, in the cotton industry in November was 7 per cent less than in November 1965.

Statistics issued by the Textile Council show that in the period January-November the amount of cloth woven and production of single yarn were both 6 per cent less than in the corresponding period of 1965. The amount of yarn doubled was 7 per cent less.

Production in the cotton industry

(all figures are weekly averages)

	Single yarn (*a*)		Doubled yarn		Processed filament yarn	Woven cloth	
	Cotton yarn (*b*)	Spun man-made fibre yarns and mixture yarn, inc. waste	Cotton yarn	Other	Textured yarn (*c*)	Cotton	Man-made fibre and mixtures
			Million lb.			Million	lin. yds.
1958†	11·91	2·86	3·07	1·32	..	27·0	11·3
1959	11·66	2·92	3·18	1·49	..	24·7	11·4
1960	11·46	2·98	3·30	1·66	..	24·9	11·9
1961	10·66	2·55	2·82	1·52	..	23·8	11·7
1962	9·46	2·30	2·50	1·64	..	20·1	10·9
1963	9·40	2·44	2·53	2·06	..	19·5	10·8
1964†	9·58	2·76	2·57	2·26	0·77	19·5	11·5
1965	9·32	2·74	2·53	2·31	0·91	19·5	12·0
1965 November	9·84	2·74	2·67	2·45	1·18	20·6	13·1
December*	8·58	2·42	2·28	2·14	1·11	17·6	11·4
1966 January	9·38	2·73	2·42	2·39	1·15	19·1	13·1
February	9·35	2·80	2·52	2·31	1·14	19·2	12·9
March*	9·53	2·87	2·55	2·37	1·17	19·6	13·2
April	8·64	2·52	2·31	2·15	1·19	18·4	11·9
May	9·72	2·93	2·60	2·48	1·25	20·0	13·2
June*	7·19	2·31	2·09	1·90	1·07	18·2	12·0
July	7·64	2·18	2·13	2·06	1·04	11·2	8·5
August*	9·18	2·71	2·33	2·19	0·98	18·5	12·3
September	7·80	2·36	2·18	1·95	1·30	16·3	11·1
October	9·70	2·82	2·58	1·97	1·45	18·3	12·2
November*	9·41	2·82	2·54	1·95	1·41	17·5	11·9

(*a*) Spun in the cotton industry. (*b*) Including yarns wholly of cotton and of cotton waste, cotton yarns spun on condenser system and mixture yarns of cotton and cotton waste. (*c*) Deliveries.
*Average of 5 weeks. †53-week period.

Northern Ireland index of industrial production

THE PROVISIONAL index of industrial production for Northern Ireland for October, 1966, prepared by the Ministry of Commerce is 149 (1958-100). This is 4 points lower than for September, 1966, and 6 points lower than for October, 1965.

The index numbers for the main industrial groups for October, 1966, with the increase or decrease on October, 1965, shown in brackets are: textiles 142(+1 point); clothing 131(−9); engineering and metals 117(+5); food, drink and tobacco 115(−14); timber and furniture 138(−30); other manufacturing industries 310(−26); construction 176(−25); gas, electricity and water 190(+20).

UNDERSTAMPED OVERSEAS MAIL MAY BE DELAYED

Delay in the delivery of mail overseas can result in lost export business. Businessmen are reminded of the importance of sending airmail correspondence fully stamped.

Outside busy periods, such as Christmas, the Post Office often makes up the postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful information) are given in the Post Office Guide, obtainable at all post offices, price 2s. 6d. Another useful publication is the monthly Air Mail Leaflet which gives postage rates, times of transmissions and the latest posting times which vary with airline schedules. The Air Mail Leaflet is available free from all post offices and a standing order can be placed for its regular delivery.

Output of the wool textile industry

THE VOLUME of production in the wool textile industry in November was 6 per cent less than in November 1965.

Figures issued by the Wool Industry Bureau of Statistics show that, when allowance is made for the length of the working month, the rates of deliveries of woven fabrics (excluding blankets) and worsted yarn were both 7 per cent less than in November 1965. The rate of production of tops was 13 per cent less.

Output of the wool textile industry

	Consumption	Production			Deliveries		
	Raw wool (clean weight)	Tops (*a*)	Woollen yarn (*b*)	Worsted yarn	Woven fabrics (excluding blankets) (*c*)		Blankets (*b*)
					Woollen	Worsted	
Quarterly average		Million lb.			Million sq. yds.		
1958	111·1	74·2	72·0	51·6	48·7	38·5	7·1
1959	127·3	87·1	78·3	58·0	51·6	39·7	7·7
1960	120·3	79·8	75·8	61·2	49·4	42·4	7·8
1961	118·0	80·0	70·3	61·6	45·8	42·4	8·4
1962	112·1	73·7	72·5	57·3	43·9	38·1	8·2
1963	114·5	76·0	78·3	59·9	44·2	37·2	8·8
1964	104·6	66·3	81·5	58·3	44·3	37·1	8·2
1965	100·7	61·9	80·4	56·9	43·8	36·9	8·2
1965 1st quarter	103·4	63·5	84·5	58·7	41·1	39·6	8·3
2nd quarter	102·5	62·9	82·8	55·9	43·2	35·3	6·7
3rd quarter	92·2	57·9	70·9	53·1	45·0	33·9	8·0
4th quarter	104·6	63·3	83·6	59·9	46·0	38·8	9·8
1966 1st quarter	104·9	63·4	83·7	59·8	41·9	37·8	8·1
2nd quarter	102·1	60·1	81·8	57·1	42·4	31·7	6·3
3rd quarter	87·8	53·0	69·8	50·4	41·9	29·9	7·1
1965 September	36·9	23·4	27·5	21·0	16·9	13·6	3·2
October	35·0	21·9	27·3	20·3	16·3	12·5	3·5
November	36·4	21·8	28·9	20·5	15·5	13·9	3·2
1966 September	33·5	20·7	25·9	19·2	15·5	11·6	2·9
October	32·0	18·1	27·4	18·4	14·9	11·5	3·2
November	32·4	19·0	27·3	19·1	14·9	12·4	3·2

(*a*) Including hair. (*b*) Estimated. (*c*) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components.

Orders in the textile and clothing industries

THE VOLUME of orders-on-hand in the textile and clothing industries at the end of November was 1 per cent more than at the end of October. The rate of receipt of net new orders was 9 per cent less than in November 1965, and the rate of deliveries was 7 per cent less.

Changes in the monthly rate of receipt of orders should not by themselves be taken to imply similar sharp changes in production; they may, for example, lead to changes in the length of order books or the level of stocks.

Textile and clothing industries (a)
Index numbers of the volume of total orders and deliveries (b)

	Orders-on-hand (end of period)	Net new orders (*c*)	Deliveries (*c*)
	April 1959 = 100	average 1959 deliveries = 100	average 1959 deliveries = 100
1960	136	103	103
1961	104	91	99
1962	100	92	93
1963	117	100	95
1964	124	99	98
1965	121	98	99
1965 1st quarter	121	97	99
2nd quarter	127	102	97
3rd quarter	117	87	95
4th quarter	121	107	103
1966 1st quarter	122	100	101
2nd quarter	127	102	97
3rd quarter*	109	74	91
1965 September	117	94	106
October	121	122	110
November	124	115	107
1966 September*	109	83	100
October*	105	94	104
November*	107	104	100

(*a*) Wool, hosiery (and other knitted goods), made-up clothing and the spinning, weaving and merchant converting sections of the cotton and man-made fibre industries.
(*b*) At constant (average 1958) prices.
(*c*) These indices have been adjusted to allow for differences in the length of calendar months but not for holidays or for any other seasonal variations.
*Provisional.

Sales by wholesale textile houses

SALES BY WHOLESALE textile houses in November showed a decrease of 6 per cent on a year earlier, compared with decreases of 3 per cent and 6 per cent respectively in October and September.

The value of stocks at the end of November was 14 per cent higher than a year earlier.

Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444.)

Analysis by department

	Sales		Stocks (b)
	Nov. 1966	Jan. 1 to Nov. 30	Nov. 1966
Women's knitted outerwear, blouses and skirts	89·5	104·3	123·8
Women's coats, costumes, furs and raincoats	84·9	95·3	141·7
Women's underwear	82·5	93·4	103·6
Women's hose and children's socks	98·4	96·7	85·1
Women's millinery	85·5	89·5	135·6
Haberdashery, ribbons and wool	99·3	98·2	143·0
Children's wear	87·8	96·9	111·8
Men's and boys' shirts, pyjamas and outfitting	114·4	104·9	108·1
Gloves	96·4	96·5	84·5
Piece-goods and nets	100·3	97·6	98·2
Household textiles	87·3	93·7	87·5
Floor-covering, furniture and hardware	95·9	98·5	107·5
Grand total (a)	94·1	98·3	113·7

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

Total sales and stocks

(Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

	Value of sales (Total Home Trade)		Value of Stock (at end period) (b)	
		%		%
1964 Year	112	+4	..	..
1965 Year	113	+1	..	..
1965 4th quarter	138	Nil	118	— 5
1966 1st quarter	100	+2	146	— 3
2nd quarter	100	—3	137	Nil
3rd quarter	111	—2	161	+ 8
1965 November	141	+3	131	— 2
December	125	+3	118	— 5
1966 January	71	+4	124	— 4
February	92	+2	142	— 4
March	138	+1	146	— 3
April	104	—7	140	— 2
May	103	—2	143	— 1
June	93	+1	137	Nil
July	79	Nil	147	+ 3
August	104	+3	159	+ 3
September	149	—6	161	+ 8
October	144	—3	150	+11
November	133	—6	149	+14

Percentage of corresponding values for 1965.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

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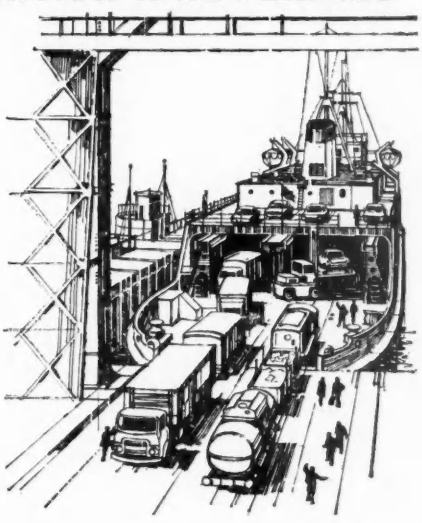

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Exhibitions and Fairs

Gale force wind in our favour at Toronto, says British Week Director

THE BRITISH WEEK IN TORONTO (October 12-21) will have the 'biggest ever' centrepiece; the most spectacular fashion show ever sent overseas; and a new Technological Display, 'Inventive Britain'. Two thousand stores have already been visited by Board of Trade commercial officers in preparation for this great promotion.

These facts were given by Mr. Raymond Jones, Director of the Toronto Week, at a press conference in London on January 13, who said that this promotion would be on a larger scale than anything that has yet been seen in Europe. Previous British Weeks had been held in cities where the main shopping area was concentrated around a square which formed a natural hub for the promotion, but at Toronto it was necessary to cover a large number of big shopping plazas, one of which alone was the size of 14 soccer pitches, had parking for 650 cars and claimed some 500,000 customers each week. Toronto had 18 full size department stores and 290 big supermarkets. The British Week Office had undertaken a vast programme of visits to these and other retail outlets to provide market facts for British exporters, and the response that they had received was on the whole most favourable. There had been some criticism of past failures to keep delivery dates, but Toronto agents were eager to do business with Britain. It was stressed that the products offered should be styled to the needs of the market.

Very considerable quantities of display material were being provided by the Board of Trade, and a window display competition was being organized by the British Canadian Trade Association, with substantial prizes of British goods.

The 60,000 sq. ft. Exhibition Hall in the Queen Elizabeth Building of the Canadian National Exhibition would house the largest centrepiece ever provided for a British Week. One of the most important sectors in it would be given over to a specially designed display entitled 'Inventive Britain', in which many technological and spectacular items would be mounted. Other features in the centrepiece would include a children's corner equipped with British toys; a British pub, run by a consortium of British brewers; and various exhibitions. There would also be a 'street' of boutiques in which displays of British merchandise would be mounted by Toronto retailers, and a whole week of film premières.

Mr. Jones said that Toronto presented British producers with a three-stage opportunity: (1) to get their goods into the individual shops; (2) to get them into the chain stores; and (3) most important, to get them into the catalogues from which stocks are ordered. 'The message is loud and clear' he concluded. 'The wind is in our favour and will blow at gale force during British Week. If you can take advantage, then come in'.

Sir Ralph Perring, chairman of the London Steering Committee for the British Week, said that the vast Canadian market was a challenge that British businessmen were already doing much to meet, and an enormous amount of work was being done by a great number of people to ensure that this British Week should be a success. The London Steering Committee kept in close contact with all sides of British industry through the BNEC's Product Groups, and trade missions to Toronto had been arranged to take place in the next few months for men's and women's wear, food and confectionery, giftware, furniture and floor coverings. He himself had visited Toronto six times in connection with the British Week.

At the 1967 Horecava, the annual hotel and catering exhibition held in Amsterdam, four members of the Vending Machine Association took part in this joint venture display, backed by the Board of Trade, three showing vending machines, the fourth a range of disposable cups, plates, etc. A talking point at the show was the design (by the Central Office of Information) of the British stand, which carried a canopy composed of red and blue umbrellas.

Carpet campaign launched in the United States

THE FIRST group display to be mounted in the British Trade Centre in New York opened on January 16 and closes today. Backed by the Board of Trade, who have now taken over the management of the Centre, and the British Carpets Export Promotion Council, the display consisted of a showing of British Axminster carpets. It has been organized in the light of the findings of a fact-finding mission to the United States organized recently by the Federation of British Carpet Manufacturers, which found that the United States offers a great potential market for Axminsters.

In support of the display, a 12-man group from the industry, led by Mr. M. Aykroyd, managing director of Firth Carpets Ltd., left London on January 13. Before leaving, Mr. Aykroyd said: 'The American carpet industry has a billion dollar turnover. The market is increasing rapidly, and reliable estimates indicate that this figure will double by 1970 and re-doubled by 1980. Seventy-seven per cent of the market is in tufted carpets, the manufacture of which is limited in both colour and design. Britain, on the other hand, has the largest *woven* carpet industry in the world, with a turnover of £100 million, and it does not suffer from these limitations. If we can win as little as 0·1 per cent of the American market, it will be worth $1 million a year to Britain.'

To this end, a consortium of seven manufacturers – the 'London Group' – representing 27 per cent of the British woven carpet industry, had been formed and had appointed an agent with showrooms throughout the United States. The display in the Trade Centre was planned to launch the group's campaign, and would be followed by further displays in Chicago, High Point, Dallas, Los Angeles, Atlanta and San Francisco.

Successful promotion in Monaco

DECORATIVE MATERIAL, provided by the Board of Trade, was used to good account by some 50 shops in Monte Carlo which put on special displays during the recent 'British Week' in Monaco.

The Week, which took place from December 9 to 15, was one of several national promotions which marked the centenary of the Principality, and was organized by a local committee with substantial aid by Prince Rainier and Princess Grace. The presence of HRH Prince Philip and of Admiral Sir John Hamilton, Commander-in-Chief, Mediterranean, together with the frigate HMS Mohawk and two minesweepers, gave great stimulus to the celebrations.

Although this promotion was primarily of a social and cultural nature, several British businessmen have reported successful sales during the Week. One Savile Row tailor went away with 18 months' orders. Other products which aroused much interest included carpets and tobacco. The local representatives of BMC put on a very good display of British cars, and the sale of a Rolls-Royce is reported.

A varied programme, with a pronounced theatrical bias, was put on during the Week, and return contracts have been offered to three British entertainers, Julie Felix, Dickie Henderson and Manfred Mann and his Group, who made highly successful appearances.

Hotel and catering exhibition in Amsterdam

THE annual Horecava exhibition took place in Amsterdam from January 9-12, the 11th in the series. Horecava covers all types of equipment, furniture and supplies for the hotel, catering, restaurant and affiliated industries. It has grown steadily since its inception to this year's area of 484,000 square feet occupied by 336 participants. Entrance is limited by means of invitations issued to members of the trade and their families. This, in fact, covers a wide public, including most employees in the catering industry (last year's attendance was approximately 53,000).

Large-scale cooking and kitchen equipment occupied the greatest amount of floor space, but cutlery, crockery, vending machines, furniture, juke-boxes, etc., and of course beer, wines, spirits and foodstuffs also formed major displays. In addition to Dutch products, those of German, United States, British, Swedish, Finnish and other manufacturers were exhibited; there was a German co-operative stand concentrating on food and drink. A number of well-known British manufacturers had equipment included in the displays of their representatives. One Dutch agent devoted his entire large stand to showing the products of a single British firm, and used Horecava as an opportunity to introduce a new type of large scale dishwasher. Scotch whisky was also well represented. Despite tariff difficulties and strong German competition, the representatives of the British firms interviewed by the staff of the Embassy's Commercial Department were reasonably satisfied with the results they were getting.

Four British firms exhibited on a joint venture stand organized by The Vending Machine Association and the Board of Trade. With a colourful 'roof' of red and blue umbrellas, this set a high standard in design and provoked much admiring comment. Three of the participants exhibited vending machines and the fourth disposable cups, plates, etc. The latter already has an agent in the Netherlands, as does one of the vending machine manufacturers. The two without agents, one of whom has just entered the export field, had encouraging inquiries from potential importers or agents, and one of them had a serious inquiry from a German visitor. The paper cup firm made promising contacts with an airline and an international train organization. All the participants thought that it had been worth their while taking part and were pleased with the number of inquiries received.

Mr. J. A. Turpin, Commercial Counsellor of the British Embassy in The Hague, visited the stand on the opening day and spent some time with each of the exhibitors.

The hotel and catering industry in the Netherlands is going through a difficult period caused by a shortage of trained staff, high labour costs and rising overheads. This has led to the introduction of more and more labour-saving equipment and a stronger emphasis on cafeteria and automatic vending type of catering to the detriment of traditional eating-places in the lower price bracket. The change presents an opportunity to British manufacturers of catering equipment and vending machines, and exhibiting at Horecava is useful both as an aid to entering the market initially and for keeping in touch with the Dutch market thereafter.

PUBLICITY OVERSEAS FOR UK TRADE FAIRS

Organizers of Trade Fairs and Exhibitions in the United Kingdom are reminded that they are welcome to send posters and brochures about their Trade Fairs to Official British Commercial Representatives Overseas, who are always anxious to publicize such events.

But Commercial Representatives must receive material on events **well in advance**—*two clear months is a minimum notice—and they should be sent a reasonable number of brochures and posters for distribution. Two or three dozen copies for the Commercial Representatives in each area it is desired to cover should be considered an absolute minimum. A full list of British Commercial Representatives Overseas, together with their addresses, is published every three months in the* Board of Trade Journal.

Publicity material for Commercial Representatives in more distant countries should be despatched **by air-mail,** *since delivery to some countries by surface mail can take up to two months.*

The Commercial Representatives should be told whether the publicity material sent to them is receiving any separate distribution in the country concerned.

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

INTERNATIONAL TRADE FAIR

Plovdiv — Bulgaria

September 24

– October 3, 1967

The Board of Trade will organize a British group participation comprising both indoor and outdoor displays at this event. A Shell scheme will be provided indoors at £13 10s. per square metre and outdoor space will be available at £3 5s. per square metre, including the dressing of the site.

The Fair, which is a general one, will include an International Specialised Section devoted to

Radioelectronics, Telephony and Instrument-Making

(including scientific, computing, measuring, optical, photographic and medical instruments and apparatus).

Firms interested in exhibiting should apply immediately for further details to :

BOARD OF TRADE, Overseas Trade Fairs Directorate, 1, Victoria Street, London S.W.1. *Tel. ABBey 7877 ext. 2785/2262. Telex 25955 A/B BOTHQ London.*

Harrogate Toy Fair

OVER 1,000 British and foreign firms were represented by the 350 exhibitors at the 18th International Toy Fair, held at Harrogate from January 7 to 12. Extra accommodation was provided this year, enabling exhibitors to display their wares to better advantage, and over 30 countries had toys on show, among them several East European countries.

The organizers claim that the Fair is the largest of its kind in Britain: certainly, it was the first international toy fair to be held anywhere in the world this year and about 5,000 people came to gain their first impressions of what the toy industry has to offer in 1967. A considerable proportion of the visitors were from overseas and, of the estimated total of £20 million's worth of orders placed, about £4 million came from these overseas customers.

More than ever, the emphasis was on toys and games associated with popular television programmes – and, of course, with James Bond. 'Batman' (inspiration for the 'Batzooka'!), 'Dr Who', 'The Man From UNCLE', 'Adam Adamant', and many besides. Lady Penelope dolls may sound sweet to those unacquainted with 'Thunderbirds' – but those who are will not be surprised to find that she is provided with a rocket-firing car.

On the more educational side, there was evidence of much improvement in the range of scientific kits of various kinds.

Throughout, there was great emphasis on safety. Dolls' eyes were fixed so that they could not be pulled out; sharp metal edges were absent; paints were non-toxic; and electrical toys were foolproof.

Full speed ahead at Boat Show

ALTHOUGH many exhibitions with wide public appeal held in London of recent months have shown a falling off in attendance – in some cases marked, in others marginal – the Boat Show (Earls Court, January 4-14) beat up wind to notch a near-record 313,000 visitors, 20,000 up on last year.

The co-sponsors, the *Daily Express* and the Ship and Boat Builders' National Federation, were frankly surprised. They and their exhibitors were even more delighted that business, as opposed to revolutions of the turnstiles, was up, too. No firm figures for orders booked can be forthcoming, naturally, but the organizers' canvass of opinion on the stands on the last day elicited an all but unanimous expression of delight. As if it were not enough to find themselves doing better than expected, exhibitors found, too, that, against all predictions, not all the best business was going to the companies offering budget-priced products. True, fibreglass dinghies and the rest were selling well: but so, too, were the bigger boats in the £5,000/£10,000 class and the finance companies were able to arrange a worthwhile number of marine mortgages. The largest sailing boat in the show sold off the stand at £15,000 on the last day.

Business was brisk, too, from the 5,650 visitors who registered as from overseas. Interest came mainly from what are considered the usual market – Scandinavia, France, Germany, Italy and North America. Again, the spread was wide, covering everything from luxury boats to components, accessories and gear.

One stand selling ideas – and in particular the idea of safety – rather than goods or services was the Board of Trade's, shared with the Royal Society for the Prevention of Accidents (see *Board of Trade Journal* of January 6, p.32). Here, too, interest was at a rewarding level.

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 *High Holborn, London, W.C.*1; 423 *Oxford St., London, W.*1; 13*A Castle St., Edinburgh* 2; *Brazennose St., Manchester* 2; 35 *Smallbrook, Ringway, Birmingham* 5; 109 *St. Mary St., Cardiff*; 50 *Fairfax St., Bristol* 1; 80 *Chichester St., Belfast; or through any bookseller.*

Telephone inquiries should be made to Waterloo 6977, Ext. 472.

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the EFTA Bulletin, *the EFTA Secretariat's monthly journal. Address: Board of Trade,* 1 *Victoria Street, London, S.W.*1 (*Tel. Abbey* 7877, *Exts.* 2479/2480).

Centres for European Trade Germany's International Trade Fairs

Berlin
Cologne · Dusseldorf
Frankfurt · Hamburg
Hanover · Munich
Nuremberg · Offenbach
Pirmasens · Wiesbaden

With frontiers increasingly becoming symbolic rather than acting as barriers to trade, businessmen and specialists congregate at the German Trade Fairs which serve as particularly suitable meeting places. There businessmen and experts in many fields view new products, plant and equipment. Never less than 25% of the exhibitors are foreign firms and in some cases the number exceeds 50%.

Germany's International Trade Fairs:

- Display a full range of the products of the capital and consumer goods industries.
- Spotlight the latest developments in the various fields of technology.
- Provide opportunities for specialists to discuss common problems.
- Enable multilateral and worldwide contacts to be made.
- Offer efficient organisation and comprehensive service.

For detailed information apply to: German Embassy, Commercial Information Service, 6 Rutland Gate, London S. W. 7, Tel.: KNI 1271
Ausstellungs- und Messe-Ausschuss der Deutschen Wirtschaft e.V., Engelbertstrasse 31a, 5 Cologne, Germany, Tel.: 219091

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and Morocco

IN THE NOTICE recording the signing of a Protocol for 1966 to the Anglo-Moroccan Trade Agreement (see *Board of Trade Journal* of November 25, 1966) the following corrections should be noted:

(i) The quota values for British exports are expressed in pounds sterling.

(ii) Quota 18 should read: 'Dry batteries of more than 10 volts . . . 100,000'.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

Italy and Czechoslovakia

THE ITALIAN Ministry of Foreign Trade has announced in a circular dated December 9, 1966, that, pending talks between Italy and Czechoslovakia for the establishment of a commercial protocol for 1967, the existing quotas under the long-term trade agreement of of June 15, 1965, will be extended for a further six months, the amounts shown therein being reduced by 50 per cent. This applies also to the ceilings established for imports into Italy of Czechoslovak chemicals under the general heading of 'other chemical products'.

Agricultural products imported into Italy from Czechoslovakia will conform to the EEC agricultural levy regulations.

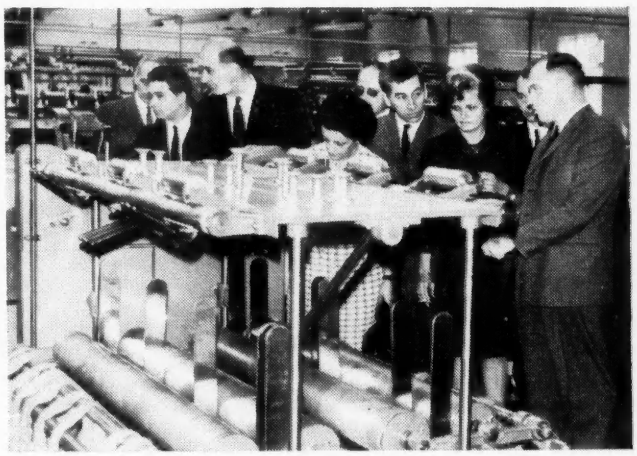
A previous notice appeared in the *Board of Trade Journal* of September 24, 1965, page 714. Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 990/G.

Italy and Rumania

THE ITALIAN Ministry of Foreign Trade, in a circular dated December 9, 1966, announced that, pending talks between Italy and Rumania for the establishment of a commercial protocol for 1967 under the long-term agreement of June 5, 1965, the validity of the 1966 quota lists will be extended for a further six months, the amounts shown therein being reduced by one-half.

This applies also to the ceilings established for imports into Italy of chemicals from Rumania under the general heading of 'other chemical products'.

Agricultural products imported into Italy will conform to the EEC agricultural levy regulations. A previous notice appeared in the *Board of Trade Journal* for September 9, 1965, page 638. Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting CRE 3579/G.



Following a series of lectures and discussions given by Mr. R. S. Kay (right), the sales manager of Prince-Smith & Stells Ltd., at the British Engineering Week in Budapest earlier this year, considerable interest was aroused in the company's textile machinery for preparing worsted and semi-worsted yarns. As a result, a Hungarian State-sponsored delegation, headed by Mr. Gyoergy, of the Ministry of Light Industry, visited two of the Stone-Platt textile machinery companies, Prince-Smith & Stells Ltd., Keighley and Platt Wool Machinery Sales Ltd., Oldham, to see the companies manufacturing facilities and gain further knowledge of their range of textile machinery. Seen here examining the table top creel of a high-speed gill box during their tour of Prince-Smith & Stells Ltd., are, from left to right, Mr. L. Kossar, Mr. F. Szechenyi, Mr. P. Zwickl, Mrs. Horvath, Mr. I. Feulop, Mr. I. Gyoergy, Mrs. I. Asboth, Mr. G. Eperjessy and Mr. R. S. Kay.

Italy and Bulgaria

THE ITALIAN Minister for Foreign Trade has announced in a circular dated December 9, 1966, that, pending talks between Italy and Bulgaria for the establishment of a commercial protocol for 1967, the existing quotas arranged under the long-term trade agreement of December 10, 1965, will be extended for a further six months, the amounts shown therein being reduced by 50 per cent.

The quota of Italian imports of hemp fibres and tow will be administered solely through Trieste customs post (six months' quota for 150 million lire). The quota of Italian imports of fuel oils will cover all products classified under Tariff Heading 27.10 CII. Italian imports of agricultural products will conform to the EEC agricultural levy regulations.

A previous notice appeared in the *Board of Trade Journal* for February 24, 1966, page 469.

All inquiries concerning this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting reference CRE 646/G.

Italy and Hungary

THE ITALIAN Ministry of Foreign Trade, in a circular dated December 9, 1966, announced that pending talks between Italy and Hungary for the establishment of a commercial protocol for 1967 under the long-term trade agreement of December 1, 1965, the validity of the 1966 quota lists will be extended for a further six months, the amounts shown therein being reduced by one-half. This applies also to the ceilings established for imports into Italy of chemicals from Hungary under the general heading of 'other chemical products'.

Agricultural products imported into Italy will conform to the EEC agricultural levy regulations. A previous notice appeared in the *Board of Trade Journal* for February 24, 1966, page 469. Inquiries should be addressed to Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), quoting reference CRE 7200/G.

Italy and Albania

THE ITALIAN Ministry of Foreign Trade, in a circular dated December 9, 1966, announced that pending the forthcoming trade talks between Italy and Albania for the revision of the quota lists under the trade agreement of December 19, 1964, the existing quotas, as fixed in January 1966, will be extended for a further six months, the amounts shown therein being reduced by 50 per cent.

A previous notice appeared in the *Board of Trade Journal* for February 24, 1966, page 469, and the Italian text of the quota lists can be seen in Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 449, 450), to whom inquiries should be addressed, quoting reference CRE 2922/G.

The Federal Republic of Germany and Bulgaria

A SECOND protocol to the Trade and Payments Agreement of March 6, 1964 between the Federal Republic of Germany and Bulgaria was signed in Bonn on November 11, 1966. Revised quota lists effective from January 1, 1967 provide for greatly increased German imports of food and agricultural produce and industrial goods. A number of quotas have been discontinued following the introduction by Germany of automatic licensing procedure.

Increased quotas are also announced for Bulgarian imports from Germany. They include chemicals (DM 55 million), textiles (DM 20 million), iron and steel products (DM 90 million) and machinery (DM 80 million). Letters exchanged between the two governments refer to their common interest in promoting closer industrial and technical co-operation.

Any inquiries relating to this announcement should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2307), quoting reference CRE 9141/G.

Czechoslovakia and Bulgaria

IT HAS BEEN reported that a trade protocol was signed between the Governments of Czechoslovakia and Bulgaria in Prague on December 16, 1966, to operate from January 1 to December 31, 1967.

Czechoslovakia will export to Bulgaria equipment for steam and hydroelectric power plants, lorries, cars, electric railway engines, machine tools, trolley-buses, coke, rolled material, pipes, paper, various chemicals, heat resistant materials and other goods. Bulgaria will export to Czechoslovakia electric motors, transformers, electric industrial trucks and batteries, agricultural machinery, zinc, electrolytic copper and products of copper, cadmium, castings, calcinated soda, nitrogen fertilizers, insulation materials, tobacco, cigarettes, fresh fruit and vegetables, wine, various products of the food and consumer goods industries, natural silk fabrics, and other goods.

No further details are available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 9321/G.

Fashion rainwear flown out of Manchester to Switzerland on January 4 was on sale in Zurich within 24 hours. The total order is for 6,000 raincoats. Within six hours of leaving Alligator Rainwear Ltd.'s premises in Stockport, the first batch of garments were in Zurich. They are seen here being loaded at Manchester Airport.

Rumania and Czechoslovakia

IT HAS BEEN reported that a trade and payments protocol for 1967 has been signed between the Governments of Rumania and Czechoslovakia. The protocol was signed in Bucharest on December 20, 1966.

Under this protocol Rumania will export machine tools, electric motors, transformers, excavators, road rollers, tip trailers and spare parts, weighbridges, ball bearings, drilling rigs and various items of oil equipment, armatures, petroleum and chemical products, building materials, products of the forestry industry, foodstuffs and various consumer goods. Czechoslovakia will export machine tools, low and high tension electric apparatus, farm machinery, building equipment, ball bearings, heavy lorries, buses, car spare parts, measuring and controlling instructions, textile and knitting machines, cokable and metallurgical coal, rolled goods and steel pipes, chemical products, fire-proofing materials, malt for beer and various other consumer goods.

No further details are available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 5464/G.

Hints to businessmen booklets

REVISED EDITIONS of the booklets on Colombia, Dahomey, The Gambia, Iceland and Portugal, Madeira and the Azores have been published in the 'Hints to Business Men' series.

British businessmen who intend visiting these countries on export business can obtain copies of the booklets on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 7146), or to any regional office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

Czechoslovakia and Finland

IT HAS BEEN reported that a trade protocol for 1967 was signed between the Governments of Czechoslovakia and Finland in Prague on December 16, 1966.

Czechoslovakia will export to Finland machinery and engineering products, especially machine tools, cars, tractors, as well as rolled material, chemical products and consumer goods. Finland will export to Czechoslovakia ores, cellulose, paper, chemical products and other goods.

No further details are available.

Inquiries about this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2267), quoting reference CRE 2705/G.

Poland and Norway

A PROTOCOL to the trade agreement of 1964 covering trade in 1967 was signed in Warsaw on November 2, 1966.

Polish exports to Norway will include textile goods (value 8½ million Kr) and mineral oils (70,000 tons). Other Polish goods for export to Norway are not specified.

Norway will export to Poland fresh and frozen fish, fish meal, medical and industrial cod liver oil, whale and herring oil, fatty acids, chemical products, paper and paper boards, rayon, wool yarn and other textiles, iron ore, pig iron, rolling mill products, non-ferrous metals, machinery and apparatus including equipment for ships and spare parts, ferro-alloys including silicon, and steel ropes.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 5748/G.

Poland and Albania

THE POLISH PRESS recently announced the signing of a trade protocol for 1967 in Tirana.

Polish exports to Albania will include machinery and equipment, coke, metal products and chemical products.

Albania in return will export to Poland chromium ore, naphtha and mineral asphalt, copper and copper products, cotton, tobacco, fresh fruit and fruit products. Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 5550/G.

Bulgaria and the United Arab Republic

THE BULGARIAN press has recently announced the signing in Sofia on November 28 of a trade protocol for 1967 between Bulgaria and the United Arab Republic.

The protocol is a renewal of the arrangement made a year ago in which Bulgaria will export to the United Arab Republic machinery and electrical equipment, metals, chemicals and fertilizers.

The United Arab Republic in return will export to Bulgaria cotton, rice, agricultural produce and industrial goods, etc.

Detailed information is not available.

All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 2645/G.

Algeria and Tunisia

THE TUNISIAN *Journal Officiel* of December 6 and 9, 1966, announced the signing on November 30 of an Additional Protocol to the Trade and Tariff Agreement of 1963 between Algeria and Tunisia.

Algerian exports free of duty on import into Tunisia include plants, fruits and vegetables, tobacco, insecticides and pesticides, superphosphates, cotton and wool yarn, tyres, high-pressure hydro-electric conduits, tube and pipe fittings, gauze and cloth of iron, steel and copper, pumps, agricultural and electrical machinery and tracked tractors.

Tunisian exports admitted free of duty on import into Algeria include fish, fruit and vegetables, beet and cane sugar, beer, chemicals, sparking plugs, goods vehicles, razor blades, household goods of copper and aluminium and clothing.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

Algeria and Morocco

THE MOROCCAN *Bulletin Officiel* of December 7, 1966, announced the renewal, for a further year from November 20, 1966, of the additional protocol to the trade agreement of 1964 between Algeria and Morocco. The list of goods to be exchanged under the agreement remains unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-81).

Hungary and East Germany

THE HUNGARIAN PRESS has reported the signing of a protocol between Hungary and East Germany covering trade in 1967.

The protocol provides for a 12 per cent increase in the volume of trade as compared with the current year.

It is expected Hungary will export to East Germany motor buses, tractors, trucks, machine tools, electrical equipment and food products.

In return East Germany will export to Hungary, refrigerator wagons, precision instruments, optical equipment, chemicals, motor cars and household goods.

Detailed information is not available. All inquiries relating to this notice should be addressed to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 3463), quoting reference CRE 7402/G.

Norway and East Germany

A TRADE AGREEMENT between the Norwegian barter company Norkompens and the East German Chamber for Foreign Trade for 1967 has been announced. Under the agreement Norway will export goods to East Germany to the value of 61.5 million kroner, including fish flour, fish and pulp. Norwegian imports from East Germany will amount to 68.5 million kroner and will include chemical products, machines and toys. No other information is available.

Yugoslavia and Bulgaria

ACCORDING TO Yugoslav press reports a trade protocol between Yugoslavia and Bulgaria covering trade exchanges in 1967 was signed in Belgrade on December 16, 1966.

The protocol envisages an increase in trade above the 1966 level.

Yugoslav exports to Bulgaria will include agricultural machinery, bakery machinery, electrical and transport equipment, metals, chemicals and pharmaceuticals, agricultural products and some consumer goods.

Bulgarian exports to Yugoslavia will include transport vehicles, agricultural machinery, electrical equipment, textiles, metals, chemicals and pharmaceuticals, agricultural products and some consumer goods

The text of the protocol has not yet been published, consequently no other details are available at present.

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Millgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 404 and 406. Telex 25977 AB: Bothillgate, Ldn.) Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at 2s. each. Remittance with order, please.

ARGENTINA

(6/67) Electrical Net-Work Analyser for Agua y Energia Electrica. February 28. E.S.B. 985/67.*

(5/67) Contractor's Plant for Instituto de Desarrollo del Valle Inferior Del Rio Negro. February 14. E.S.B. 984/67.

(5/67) Cranes for Talleres de Reparaciones Navale. (Further Information.) Closing date postponed to March 1. E.S.B. 42606/66.*

AUSTRALIA

(9/67) Coal Mining Project for Electricity Commission of New South Wales. Closing date not known. E.S.B. 1656/67.

(5/67) Transformers for Electricity Trust of South Australia. March 2. E.S.B. 940/67.

Hydro-Electric Commission:

(11/67) Transformers. February 27. E.S.B. 1929/67.*

(10/67) Transformers. February 27. E.S.B. 1928/67.*

Postmaster-General's Dept., Melbourne:

(10/67) Carrier Cable Line and Terminal Equipment. March 21. E.S.B. 1908/67.*

(10/67) Voice Frequency Oscilla'ors. February 7. E.S.B. 1918/67.*

(10/67) Line Equipment. February 14. E.S.B. 1919/67.*

(10/67) Wire. February 16. E.S.B. 1920/67.*

(10/67) Trunk Test Boards. February 23. E.S.B. 1921/67.*

(11/67) Electricity Meters for Queensland Electric Authorities. February 22. E.S.B. 1986/67.

(10/67) Grain Aeration and Temperature Measuring Equipment for South Australian Co-operative Bulk Handling Co. Ltd. March 21. E.S.B. 1942/67.

(10/67) Boiler Feed Pumps for Southern Electric Authority of Queensland. April 7. E.S.B. 1961/67.

(5/67) Mosquito Netting for State Stores Board, Brisbane. February 10. E.S.B. 675/67.*

(11/67) Railway Signalling Equipment for Victorian Railways. March 1. E.S.B. 1930/67.*

BURMA

Union of Burma Railway Board:

(5/67) Tube Expanders. February 6. E.S.B. 956/67.

(5/67) Wagon Bogies. February 6. E.S.B. 920/67.*

(5/67) Electric Light Fittings. February 9. E.S.B. 637/67.*

(5/67) Electrical Stores and Materials. February 9. E.S.B. 638/67.*

(5/67) Iron Chain. February 9. E.S.B. 954/67.*

(5/67) Hack Saw and Blades. February 9. E.S.B. 952/67.*

(5/67) Coaching Bogies. February 8. E.S.B. 1114/67.*

(5/67) Steel Cutters and Blanks. February 7. E.S.B. 922/67.*

(5/67) Electrical Equipment. February 1. E.S.B. 901/67.*

(5/67) Lead Wool and Solder. February 2. E.S.B. 696/67.*

(5/67) Belting; Hose; Rubber Manufactures. February 6. E.S.B. 694/67.*

(5/67) Permanent Way Materials. February 2. E.S.B. 692/67.*

(5/67) Electric Lamps and Bulbs. February 9. E.S.B. 646/67.*

(5/67) Electric Cable. February 9. E.S.B. 645/67.*

(6/67) Fish Plates; Nuts and Bolts. February 9. E.S.B. 1190/67.*

(6/67) Metal and Wire Mesh. February 13. E.S.B. 1113/67.*

(6/67) Rivets. February 9. E.S.B. 1142/67.*

(6/67) Wire Rope. February 9. E.S.B. 953/67.*

(6/67) Brushes. February 2. E.S.B. 697/67.*

(6/67) Steel. February 2. E.S.B. 1112/67.*

(6/67) Chisels. February 6. E.S.B. 983/67.*

(6/67) Locks. February 2. E.S.B. 698/67.*

(6/67) Pipe Fittings. February 2. E.S.B. 699/67.*

(6/67) Textiles. February 2. E.S.B. 902/67.*

(6/67) Locomotive Par.s. February 8. E.S.B. 917/67.*

(6/67) Locomotive Parts. February 8. E.S.B. 918/67.*

(6/67) Carpenters' Tools. February 6. E.S.B. 957/67.*

(6/67) Vices. February 6. E.S.B. 960/67.*

(6/67) Spanners. February 6. E.S.B. 961/67.*

(10/67) Reamers. February 14. E.S.B. 1895/67.*

(10/67) Steel. February 16. E.S.B. 1902/67.*

(10/67) Steel Angles and Bars. February 15. E.S.B. 1900/67.*

(10/67) Steel. February 16. E.S.B. 1903/67.*

(10/67) Gas Cylinders. February 15. E.S.B. 1904/67.*

(10/67) Nuts and Bolts. February 13. E.S.B. 1912/67.*

(10/67) Metal Ingot. February 17. E.S.B. 1907/67.*

(10/67) Nuts and Bolts. February 13. E.S.B. 1913/67.*

(10/67) Nuts and Bolts. February 13. E.S.B. 1914/67.*

(10/67) Nuts and Bolts. February 13. E.S.B. 1915/67.*

(10/67) Nuts and Bolts. February 13. E.S.B. 1916/67.*

(10/67) Nuts and Bolts. February 14. E.S.B. 1917/67.*

(10/67) Steel. February 15. E.S.B. 1892/67.*

(10/67) Steel. February 15. E.S.B. 1893/67.*

(10/67) Steel Strand and Reinforcing Bars. February 9. E.S.B. 1894/67.*

(10/67) Screwdrivers. February 14. E.S.B. 1897/67.*

(10/67) Locks. February 15. E.S.B. 1898/67.*

(10/67) Steel Channels and Rounds. February 15. E.S.B. 1899/67.*

(11/67) Engineers' Tools. February 14. E.S.B. 1896/67.*

(11/67) Iron and Steel. February 15. E.S.B. 1901/67.*

Department of Technical Education:

(6/67) Workshop Equipment and Tools. February 28. E.S.B. 1504/67.*

(6/67) Surveying Equipment. February 28. E.S.B. 1502/67.*

(6/67) Laboratory Apparatus. February 28. E.S.B. 1503/67.*

(7/67) Woodworking Machinery; Machine Tools. February 28. E.S.B. 1501/67.*

People's Oil Industry:

(5/67) Copying Materials. March 15. E.S.B. 602/67.*

(7/67) Garage Supplies. March 10. E.S.B. 1522/67.*

(7/67) Cable and Wire. March 15. E.S.B. 1191/67.*

(7/67) Vehicle Electrical Spares. March 15. E.S.B. 1193/67.*

(7/67) Valves. February 4. E.S.B. 1521/67.*

(7/67) Vehicle Spare Parts and Accessories. March 10. E.S.B. 1523/67.*

(7/67) Rubber Gloves. February 4. E.S.B. 1525/67.*

(7/67) Recording Wattmeter Accessories. February 4. E.S.B. 1524/67.*

(9/67) Steam Boiler. (Further Information.) E.S.B. 48251/66.*

CANADA

(7/67) Hydro Electric Generating Station for Manitoba Hydro. (Further Information.) Closing date postponed to February 6. E.S.B. 34376/66.*

CEYLON

(7/67) Water Supply Scheme for Ministry of Local Government. February 24. E.S.B. 1139/67.

(10/67) Outboard Motors for Public Works Department. March 8. E.S.B. 1931/67.

COLOMBIA

(6/67) Sub Station Equipment for Empresas Publicas de Medellin. March 13. E.S.B. 1575/67.

CONGO, DEMOCRATIC REPUBLIC OF

(11/67) X-Ray Films and Processing Equipment for Ministry of Health. February 2. E.S.B. 1934/67.*

A Rolls-Royce Silver Shadow being lowered into the hold of the Glen Line's 11,926 *gross ton cargo liner 'Flintshire' for transport to Malaysia.*

(UNITED ARAB REPUBLIC) EGYPT

(5/67) Aerial Crop Spraying for Ministries of Agriculture and Land Reform. February 15. E.S.B. 659/67.*

FORMOSA

Central Trust of China:

(5/67) Hoist. February 4. E.S.B. 947/67.*

(5/67) Steam Traps and Valves. February 17. E.S.B. 979/67.*

(5/67) Control Instruments. February 2. E.S.B. 992/67.*

(5/67) Drum Reconditioning Machinery. February 17. E.S.B. 997/67.*

(5/67) Metallizing Gun. February 4. E.S.B. 998/67.*

(5/67) Cigarette Machinery. February 3. E.S.B. 1129/67.*

(5/67) Engine Spare Parts. February 3. E.S.B. 1130/67.*

(5/67) Testing Equipment. February 1. E.S.B. 959/67.*

(6/67) Turning Roll. February 13. E.S.B. 994/67.*

(6/67) Printing Press. February 20. E.S.B. 999/67.*

(6/67) Paper, Imitation Cork. February 3. E.S.B. 1000/67.*

(6/67) Crane. February 16. E.S.B. 1125/67.*

(6/67) Steel Tyre. February 6. E.S.B. 1127/67.*

(6/67) Metals. February 16. E.S.B. 1131/67.*

(7/67) Impact Crusher February 15. E.S.B. 1126/77.*

(7/67) Steel Pipe. February 2. E.S.B. 995/67.*

(7/67) Automatic Annealing Machine. February 14. E.S.B. 993/67.*

(7/67) Pulverizer. February 6. E.S.B. 996/67.*

(7/67) Drills and Drilling Equipment. February 6. E.S.B. 1132/67.*

GREECE

(10/67) Detergent for metals for Hellenic State Railways. February 10. E.S.B. 1883/67.*

(10/67) Electronic Tubes for Ministry of Trade. February 15. E.S.B. 1884/67.*

Public Power Corporation of Athens:

(9/67) Measuring Instruments. February 9. E.S.B. 1597/67.

(9/67 Topographic Instruments. February 6. E.S.B. 1807/67.

(9/67) Cranes. February 7. E.S.B. 1815/67.

(9/67) Trailers. February 15. E.S.B. 1818/67.

GUATEMALA

Instituto National de Electrificacion:

(7/67) Fuel Storage Tank. February 1. E.S.B. 1537/67.

(9/67) Generating Unit. February 1. E.S.B. 1535/67.

(9/67) Voltage Booster Station. February 1. E.S.B. 1536/67.

†**The Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs* only £10 10s.

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INDIA

Atomic Energy Establishment:
(6/67) Vertical Grinder. February 10. E.S.B. 966/67.*
(6/67) Grinding Machine. February 16. E.S.B. 968/67.*
(6/67) Tributyl Phosphate. February 7. E.S.B. 974/67.
(6/67) Printing and Developing Machine. February 14. E.S.B. 963/67.*
(6/67) Vacuum Cleaners. February 14. E.S.B. 962/67.*
(6/67) Lathe. February 15. E.S.B. 965/67.*
(6/67) Pelleter. February 15. E.S.B. 964/67.*
(6/67) Fans. February 16. E.S.B. 967/67.*
(6/67) Calcium Metal Granules. February 7. E.S.B. 973/67.
(6/67) Hydrogen Fluoride. February 7. E.S.B. 975/67.
(9/67) Aminoacid Analyzer. February 17. E.S.B. 1843/67.
(9/67) Transistor Mask Aligner. February 13. E.S.B. 1837/67.
(10/67) Micropositioner. February 10. E.S.B. 1835/67.
(10/67) Photo-Electric Meter. February 20. E.S.B. 1845/67.
(10/67) Test Probe. February 10. E.S.B. 1836/67.
(10/67) Spectrophotomer. February 16. E.S.B. 1842/67.
(10/67) Thermocompression Bonding Machine. February 14. E.S.B. 1838/67.
(10/67) Farinograph. February 15. E.S.B. 1841/67.
(10/67) Spectrophotometer. February 17. E.S.B. 1844/67.
(10/67) Out-put Typewriter. February 8. E.S.B. 1834/67.
(10/67) Laboratory Centrifuge. February 7. E.S.B. 1847/67.
(10/67) Extensograph. February 14. E.S.B. 1839/67.
(10/67) Amylograph. February 15. E.S.B. 1840/67.
(10/67) Teleprinter Equipment. February 6. E.S.B. 1832/67.
(10/67) Microvoltmeter. February 6. E.S.B. 1833/67.

Iron Purchase Organization:
(6/67) Cutters and Grinders. March 15. E.S.B. 1152/67.*
(6/67) Precision Levels. February 9. E.S.B. 1149/67.
(6/67) Precision Level. February 9. E.S.B. 1150/67.
(6/67) Wagon Drills. February 9. E.S.B. 1151/67.
(6/67) Cupola. March 8. E.S.B. 1154/67.*
(6/67) Boring Machine. March 1. E.S.B. 1200/67.*
(7/67) Pumps and Pipes. February 8. E.S.B. 1153/67.*
(9/67) Circular Saw and Sharpener. March 1. E.S.B. 1526/67.*
(11/67) Pipe Threading Machines. March 1. E.S.B. 1939/67.*

Directorate General of Supplies and Disposals:
(5/67) Tin Ingots. February 3. E.S.B. 976/67.*
(6/67) Tin Ingot. February 3. E.S.B. 1148/67.*
(11/67) Hydraulic Grinder. February 8. E.S.B. 1940/67.*
(9/67) Spillway for Gujarat State Public Works Department. February 14. E.S.B. 1831/67.
(10/67) Magnetic Crack Detector for Madras Port Trust. (Further Information.) E.S.B. 49234/66.*
(10/67) Insulators for Maharashtra State Electricity Board. March 7. E.S.B. 1849/67.
(7/67) Steel Plates for Ministry of Railways. February 3. E.S.B. 977/67.
(8/67) Steel Piping for Rajasthan Atomic Power Project. March 1. E.S.B. 1528/67.

IRAN

Imdan Tobacco Monopoly:
(5/67) Cellulose and Tear Strip. March 6. E.S.B. 648/67.*
(5/67) Glues and Adhesives. March 4. E.S.B. 683/67.*

IRAQ

(7/67) Construction of Bank Building for Central Bank of Iraq. May 2. E.S.B. 1589/67.

Central Foreign Purchasing Board:
(6/67) Electronic Computer. March 19. E.S.B. 1145/67.
(7/67) Blood Administration Sets. February 26. E.S.B. 1544/67.
(7/67) Antibiotics. February 26. E.S.B. 1543/67.
(7/67) Paper and Printing. March 12. E.S.B. 1542/67.
(7/67) Radiosonde and Rubber Balloons. February 12. E.S.B. 1541/67.

Ministry of Municipalities and Works:
(7/67) Wireless Apparatus. March 28. E.S.B. 1545/67.
(7/67) Water Supply Project. March 28. E.S.B. 1546/67.
(6/67) Pipe Line Construction for Ministry of Oil. February 21. E.S.B. 1592/67.
(7/67) Porcelain Insulators for National Electricity Administration. February 16. E.S.B. 1588/67.

Oil Planning and Construction Administration:
(7/67) Electrical Equipment. February 4. E.S.B. 1590/67.
(7/67) Semi-Trailer. February 7. E.S.B. 1591/67.

Posts, Telegraphs and Telephones Administration:
(8/67) Wire. February 20. E.S.B. 1547/67.
(10/66) Radio Equipment. March 8. E.S.B. 1862/67.

IVORY COAST

(6/67) Rice Mills for Societe d'Assistance Technique pour Agricole. (Correction.) E.S.B. 48774/66.*

JAMAICA

Jamaica Public Service Co. Ltd.:
(7/67) Turbine Generator. February 21. E.S.B. 1556/67.*
(7/67) Boiler and Associated Equipment. February 28. E.S.B. 1557/67.*

JORDAN

(9/67) Workshop Tools and Machines for Jordan Cement Factories Co. Ltd. February 6. E.S.B. 1873/67.*
(10/67) Steel for Jordan Petroleum Refinery Co. Ltd. March 31. E.S.B. 1878/67.

KENYA

(7/67) Telecommunication Equipment for E. A. Posts and Telecommunications Administration. (Further Information.) February 28. E.S.B. 49066/66.

KOREA

(5/67) Dry Battery Manufacturing and Testing Equipment for Office of Supply. February 2. E.S.B. 613/67.*

KUWAIT

Central Tenders Committee:
(5/67) Electricity Sub Stations. February 19. E.S.B. 928/67.*
(10/67) Liquid Chlorine. February 7. E.S.B. 1956/67.*
(11/67) Portable Cooling Fans for Ministry of Electricity and Water. February 7. E.S.B. 1955/67.*

LEBANON

(7/67) Fire Fighting Vehicles, Tractors, etc., for the Lebanese Army. February 14. E.S.B. 1155/67.*
(5/67) Radar Equipment for Ministere de la Defense Nationale. (Further Information.) Tender documents (in French) now available. E.S.B. 48231/66.*

LIBYA

(10/67) Construction of Road and Sewage System for Barce Reconstruction Organization. February 22. E.S.B. 1875/67.
(10/67) Construction of University Colleges for Islamic University Tenders Board. February 15. E.S.B. 1877/67.

Ministry of Agriculture:
(7/67) Water Well Drilling. February 9. E.S.B. 980/67.
(10/67) Well Drilling. February 13. E.S.B. 1876/67.
(7/67) Port Expansion Plan for Ministry of Communications. April 17. E.S.B. 990/67.

Ministry of Public Works:
(9/67) Construction of a Silo. March 20. E.S.B. 1583/67.
(10/67) Construction of Government Offices. February 20. E.S.B. 1874/67.

MALAGASY REPUBLIC

(9/67) Agricultural Machinery and Chemicals for Centrale D'Equipement Agricole et de Modernization du Paysannat. February 15. Press notice (in French) available. E.S.B. 1821/67.*

Le Directeur General de l'Equipement et de l'Aeronautique:
(9/67) Pumping and Water Purification Plant. February 2. Tender documents in French available. E.S.B. 1827/67.*
(9/67) Construction of Bridges and Roads. March 23. Press Notice (in French) available. E.S.B. 1824/67.*
(10/67) Bridge Construction, Earth Works. February 2. Press Notice (in French) available. E.S.B. 1826/67.*
(9/67) Housing Scheme for Société D'Equipement Immobilier de Madagascar. February 28. Press Notice (in French) available. E.S.B. 1828/67.*

MALAWI

Agricultural Employers' Association:
(10/67) Rain Capes. February 15. E.S.B. 1879/67.*
(10/67) Rain Capes. February 1. E.S.B. 1905/67.*

MALTA

(6/67) Wood Working Machine for Directorate of Contracts. February 1. E.S.B. 942/67.*

The Treasury:
(10/67) Manhole Covers. February 8. E.S.B. 1925/67.*
(10/67) Paper. February 8. E.S.B. 1924/67.*
(6/67) Paper. February 1. E.S.B. 941/67.*

MOZAMBIQUE

Ports, Railway and Transport Department:
(7/67) Tools. February 6. E.S.B. 1512/67.
(7/67) Tools. February 6. E.S.B. 1513/67.
(7/67) Electrical Equipment. February 13. E.S.B. 1515/67.
(7/67) Tools. February 13. E.S.B. 1516/67.

NETHERLANDS

Directorate of Waterways:
(7/67) Waterways Project. February 1. E.S.B. 1820/67.
(10/67) Maintenance of Roads and Dykes etc. February 8. E.S.B. 1937/67.

NEW ZEALAND

General Post Office:
(5/67) Alligator Clips. February 6. E.S.B. 667/67.*
(5/67) Coaxial Cable. February 7. E.S.B. 665/67.*
(5/67) Wire. February 14. E.S.B. 652/67.*
(5/67) Paper Sleeves. February 1. E.S.B. 666/67.*
(5/67) Transformer Bank for N.Z. Electricity Department. February 28. E.S.B. 669/67.*

PAKISTAN

Directorate of Supply:
(6/67) Electrical Equipment. February 28. E.S.B. 1188/67.*
(6/67) Laboratory Equipment: Survey Instruments. February 14. E.S.B. 1172/67.*
(7/67) Buses. February 2. E.S.B. 1167/67.*
(7/67) Copper Tube. February 8. E.S.B. 1168/67.*
(7/67) Scientific Instruments. February 15. E.S.B. 1173/67.*
(7/67) Pumps. February 7. E.S.B. 1186/67.*

Pakistan Western Railway:
(7/67) Zinc Sheets. February 8. E.S.B. 1806/67.*
(7/67) Copper Tubes. February 6. E.S.B. 1805/67.*

PARAGUAY

(9/67) Cement Plant for Ministry of Finance. February 6. E.S.B. 1861/67.

PHILIPPINES, REPUBLIC OF

(5/67) Road Construction for Bureau of Public Highways. Closing dates March 21, 22 and 27. E.S.B. 49225/66*

SAUDI ARABIA

(10/67) Radio Transmission Station for Directorate General of Aviation. (Further Information.) Closing date postponed to March 24. E.S.B. 46447/66.

SINGAPORE

(7/67) Cables for Singapore Telephone Board. February 1. E.S.B. 1600/67.*

SOUTH AFRICA

(5/67) Cotton Fabric for Cape Provincial Tender Board. February 3. E.S.B. 912/67.*

City of Durban:
(10/67) Street Lighting Lanterns. February 3. E.S.B. 1923/67.*
(10/67) Street Lighting Lanterns. February 3. E.S.B. 1922/67.*

Pretoria City Council:
(5/67) Motor Buses. February 9. E.S.B. 1124/67.*
(6/67) Buses. February 9. E.S.B. 1123/67.*
(7/67) Single Deck Buses. February 9. E.S.B. 1122/67.*

State Tender Board:
(5/67) Electric Cable. February 2. E.S.B. 1116/67.*
(6/67) Electric Cable. February 7. E.S.B. 1115/67.*
(6/67) Cellulose Acetate. February 7. E.S.B. 1121/67.*

SPAIN

(5/67) Beacon Lanterns for Ministerio de Obras Publicas. March 2. E.S.B. 674/67.

SUDAN

Sudan Gezira Board:
(5/67) Paint. February 8. E.S.B. 913/67.*
(6/67) Aerial Spraying. February 6. E.S.B. 903/67.*
(9/67) Tyres and Tubes; Batteries. February 13. E.S.B. 1871/67.

Sudan Railways:
(9/67) Flour. February 15. E.S.B. 1851/67.*
(10/67) Railway Sleepers. March 1. E.S.B. 1927/67.*

SYRIAN ARAB REPUBLIC

(5/67) Airport Control Equipment for Directorate General of Construction. (Further Information.) February 15. E.S.B. 33016/66.*

THAILAND

(11/67) X-Ray Units for Department of Medical Services. February 20. E.S.B. 1960/67.*
(9/67) Generator Spare Parts for Directorate of Air Engineering. February 2. E.S.B. 1559/67.*
(6/67) Spring Steel for State Railways of Thailand. February 16. E.S.B. 1560/67.

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TUNISIA

Ministry of Public Works and Housing:

(6/67) School Construction. February 3. E.S.B. 1134/67.*

(5/67) School Construction. February 10. Tender documents in French available. E.S.B. 1135/67.*

(7/67) Joinery Works. February 14. E.S.B. 1586/67.*

(7/67) School Construction. February 7. E.S.B. 1587/67.*

(6/67) School Construction for Secretariat aux Travaux Publics. (Correction.) E.S.B. 1135/67.*

TURKEY

Ground Forces Command:

(6/67) Bread Baking Plant. February 15. E.S.B. 933/67.*

(7/67) Musical Instruments. February 15. E.S.B. 934/67.*

(11/67) Loader for I.E.T.T. Genel Mudurlugu. February 1. E.S.B. 1938/67.*

Ministry of Defence:

(7/67) Electronic Laboratory Equipment. March 6. E.S.B. 938/67.*

(7/67) Fuel Test Laboratory Equipment. February 28. E.S.B. 935/67.*

(7/67) Blueprint Machines. March 1. E.S.B. 936/67.*

(7/67) Electronic Equipment. March 7. E.S.B. 939/67.*

(7/67) Wire: Antimony. March 2. E.S.B. 937/67.*

State Highways Department:

(5/67) Motor Graders. February 13. E.S.B. 642/67.*

(5/67) Motor Graders. February 13. E.S.B. 639/67.*

(5/67) Tractors. February 13. E.S.B. 640/67.*

(5/67) Portable Lubricating Outfits. February 13. E.S.B. 641/67.*

(5/67) Portable Compressors. February 13. E.S.B. 643/67.*

(5/67) Vibrating Tandem Rollers. February 13. E.S.B. 644/67.*

URUGUAY

State Oil and Alcohol Monopoly:

(5/67) Electrodes. February 17. E.S.B. 1106/67.

(6/67) Forklift Trucks. February 23. E.S.B. 1110/67.

(6/67) Motor Pumps. February 17. E.S.B. 1105/67.

(6/67) Filter Plates. February 22. E.S.B. 1108/67.

(7/67) Chemical Products and Laboratory Materials. February 22. E.S.B. 1109/67.

VENEZUELA

(5/67) Steel and Iron Tubing for Venezuelan Water Works Institute. February 8. Tender documents (in Spanish) available. E.S.B. 1136/67.*

ZAMBIA

Central Supply and Tender Board:

(5/67) Military Clothing. February 3. E.S.B. 649/67.*

(5/67) Pharmaceuticals. February 3. E.S.B. 647/67.*

(10/67) Kitchen Equipment. February 10. E.S.B. 1886/67.*

(10/67) Plumber's and Decorator's Tools and Equipment. February 10. E.S.B. 1887/67.*

(10/67) Hospital Equipment. February 10. E.S.B. 1888/67.*

(10/67) Hospital Equipment. February 10. E.S.B. 1889/67.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 427, Telex 25977, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Aden

(7/67) Agency inquiry for luggage. E.S.B. 1098/67.

Algeria/Tunisia

(11/67) Trade Agreement. C.R.E. 8585/G.

Australia

(5/67) Agency inquiry for actuators; pumps; timers and counting mechanisms; valves. E.S.B. 44220/66.

(6/67) Inquiry for building and construction machinery. E.S.B. 47371/66.

(6/67) Inquiry for research and testing equipment. E.S.B. 1358/67.

(7/67) Inquiry for protective coating processes and equipment. E.S.B. 861/67.

(11/67) Manufacture under licence in Britain – trailing axle assembly. E.S.B. 1769/67.

(11/67) References to the Special Advisory Authority. C.R.E. 1022/66.

Austria

(5/67) Agency inquiry for air heaters. E.S.B. 1049/67.

(7/67) Agency inquiry for clothing. E.S.B. 33829/66.

(10/67) Agency inquiry for coats. E.S.B. 2026/67.

† For further details on the 'Export Services Bulletin' see page 168.

Bahrain

(5/67) Agency inquiry for biscuits; canned vegetables; confectionery. E.S.B. 1086/67.

Belgium

(7/67) Inquiry for gadgets; reproduction antiques in ceramic and copper, etc. E.S.B. 1075/67.

Bolivia

(5/67) Inquiry for clocks; jewellers' tools; radios; record players; watch straps. E.S.B. 1025/67.

(5/67) Inquiry for electric light fittings and lamps; floor coverings; glass panes; iron bars; pipes; sanitary fittings; tiles. E.S.B. 1094/67.

(5/67) Inquiry for toys. E.S.B. 1084/67.

(6/67) Inquiry for drugs; pharmaceutical packaging equipment. E.S.B. 1327/67.

(6/67) Inquiry for electric cookers. E.S.B. 1319/67.

(6/67) Inquiry for ice cream making machines; printing machines. E.S.B. 1320/67.

(7/67) Inquiry for cosmetics; pharmaceutical products; toiletries. E.S.B. 1614/67.

(7/67) Inquiry for hosiery knitting machinery. E.S.B. 1494/67.

(9/67) Inquiry for drinking-straw making machinery. E.S.B. 1405/67.

Brazil

(9/67) Agency inquiry for chemical products. E.S.B. 1478/67.

Canada

(10/67) Agency inquiry for ships' chains and tackle. E.S.B. 2054/67.

(6/67) Inquiry for glass tableware. E.S.B. 41434/65.

(7/67) Inquiry for braid trimming; fringes. E.S.B. 48034/66.

(9/67) Inquiry for switches. E.S.B. 1715/67.

(11/67) Inquiry for suede skins. E.S.B. 2028/67.

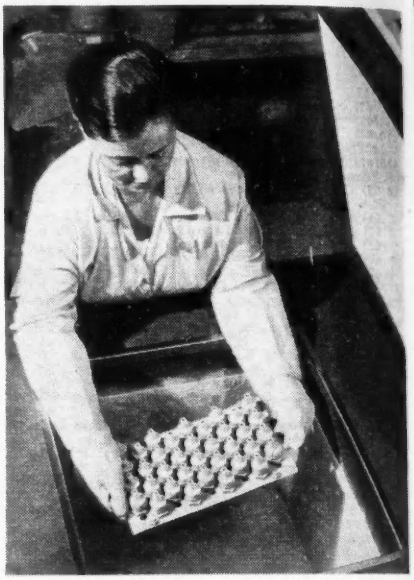
(11/67) Hotel accommodation during the Universal and International Exhibition (EXPO '67) Montreal. E.S.B. 848/67.

Costa Rica

(11/67) Inquiry for metallic pigments; suitings; tinplate. E.S.B. 2098/67.

Denmark

(7/67) Inquiry for kitchen equipment. E.S.B. 1067/67.



International Rectifier have received an £85,000 order from the Swedish company ESAB for 70U welding diodes which are now in production at their Oxted (Surrey) plant. Picture shows welding diodes undergoing the sub-zero temperature tests which each diode is subjected to before shipment.

Dominican Republic

(6/67) Inquiry for copper rod. E.S.B. 1241/67.

Finland

(9/67) Agency inquiry for clothes lines; domestic hardware; druggists' sundries. E.S.B. 1707/67.

France

(5/67) Agency inquiry for wall-covering material. E.S.B. 1066/67.

Robert Hough

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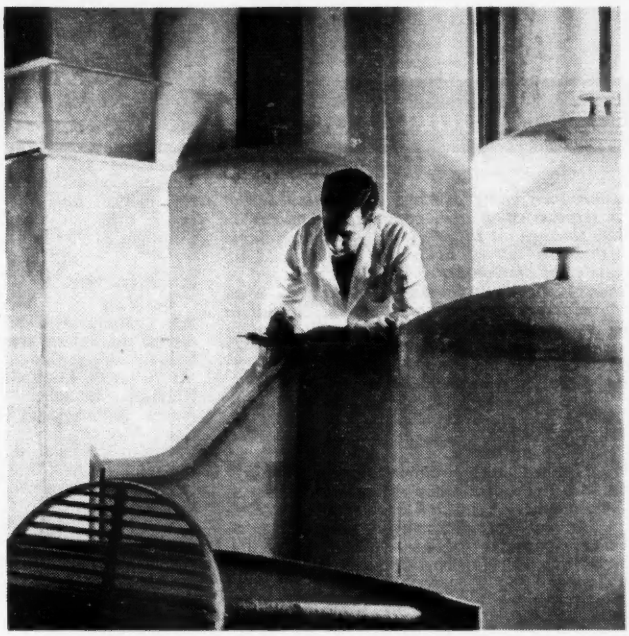
RH
ESTABLISHED
1860

Some 7,000 Gor-Ray skirts arrived by Gor-Ray's own lorry at Copenhagen Port, and were driven direct to the warehouse of their agent, Finn Kjergaard, in the centre of Copenhagen. The consignment was timed so as to reach Denmark immediately at the start of EFTA becoming fully duty-free. Mr. C. Holst, a partner in the agency firm, and Mr. G. Booth, British Embassy's commercial counsellor, are seen examinging the consignment on its arrival.



Reactor vessels, a fume manifold and other components at the Greenhithe works of Kestner Evaporator and Engineering Company Limited, a member of the APV Group. All the components are constructed of KEEGLAS, glass fibre laminate, and are part of an order for steel pickling mills in Spain.

(9/67) Agency inquiry for valves. E.S.B. 1703/67.
(10/67) Agency inquiry for motors. E.S.B. 1739/67.
(6/67) Inquiry for laboratory equipment. E.S.B. 39870/66.
(6/67) Inquiry for shoes. E.S.B. 1041/67.
(9/67) Inquiry for dry cleaning and pressing equipment. E.S.B. 1721/67.
(9/67) Inquiry for reproduction furniture. E.S.B. 1662/67.
(10/67) Inquiry for knitwear. E.S.B. 2033/67.

Germany, Federal Republic of
(5/67) Agency inquiry for glass. E.S.B. 830/67.
(6/67) Agency inquiry for jointing and sealing compound. E.S.B. 1252/67.
(6/67) Agency inquiry for sugar beet factory machinery. E.S.B. 1033/67.
(5/67) Inquiry for fruit and vegetables. E.S.B. 835/67.
(7/67) Import opportunity – salted herring. C.R.E 27/67.
(7/67) Quota for goods sold at the Berlin Food Fair C.R.E. 1092/66.
(7/67) Trade Agreement. C.R.E. 9141/G.

Hong Kong
(10/67) Agency inquiry for piece-goods. E.S.B. 1498/67.

Iran
(7/67) Agency inquiry for cosmetics and toiletries; dental equipment and supplies; surgical instruments; veterinary pharmaceuticals. E.S.B. 1492/67.
(9/67) Agency inquiry for crucibles; industrial adhesives; lithopone; paint brushes. E.S.B. 24914/66.
(7/67) Inquiry for electrical fittings. E.S.B. 820/67.

Israel
(7/67) Agency inquiry for control instruments; testing equipment. E.S.B. 1608/67.
(9/67) Agency inquiry for pharmaceutical raw materials. E.S.B. 1666/67.
(9/67) Agency inquiry for textile machinery. E.S.B. 4790/66.
(10/67) Agency inquiry for canvas. E.S.B. 2041/67.
(7/67) Inquiry for steel plates; tubes. E.S.B. 9612/66.
(9/67) Inquiry for chemicals. E.S.B. 1744/67.

Italy
(6/67) Agency inquiry for egg products; meat and game. E.S.B. 1246/67.
(10/67) Agency inquiry for clothing; hosiery; knitwear. E.S.B. 20155/66.
(11/67) Agency inquiry for children's underwear; disposable nappies; infants hygienic requisites. E.S.B. 2276/67.
(7/67) Inquiry for technical laboratory equipment. E.S.B. 850/67.
(7/67) Certificates of origin. C.R.E. 10293/2G.
(11/67) Inquiry for chinaware; decorations; giftware; toys. E.S.B. 2241/67.

Italy/Albania
(11/67) Trade Agreement. C.R.E. 2922/G.

Italy/Bulgaria
(11/67) Trade Agreement. C.R.E. 646/G.

Italy/Czechoslovakia
(11/67) Trade Agreement. C.R.E. 990/G.

Italy/Hungary
(11/67) Trade Agreement. C.R.E. 7200/G.

Italy/Rumania
(11/67) Trade Agreement. C.R.E. 3579/G.

Japan
(11/67) Inquiry for chemical additives. E.S.B. 2074/67.

Kenya
(10/67) Inquiry for machinery for making buttons; knitted fabrics. E.S.B. 1625/67.
(11/67) Inquiry for haberdashery; shirtings; suitings. E.S.B. 2085/67.
(11/67) Inquiry in respect of pearl essence; polyester resins and accelerators. E.S.B. 2016/67.

Malaysia
(7/67) Inquiry for steel making plant and machinery. E.S.B. 1100/67.

Malta
(6/67) Agency inquiry for evaporating plant. E.S.B. 27291/66.

Netherlands
(11/67) Agency inquiry for vibratory rollers. E.S.B. 2050/67.

Nigeria
(5/67) Agency inquiry for socks. E.S.B. 570/67.
(7/67) Inquiry for floodlight equipment. E.S.B. 1013/67.

Norway
(9/67) Agency inquiry for filling and packaging machinery; medical instruments; scientific instruments; television. E.S.B. 1475/67.

Pakistan
(6/67) Inquiry for boats equipment. E.S.B. 532/67.

Panama
(7/67) Inquiry for drill steels and bits; paving breaker steels. E.S.B. 595/67.

Philippines
(5/67) Inquiry for ceramic colours; chemicals; enamels; paint driers; pigments. E.S.B. 1085/67.

Singapore
(6/67) Agency inquiry for ovens. E.S.B. 1329/67.

South Africa
(7/67) Agency inquiry for textiles. E.S.B. 37482/66.
(10/67) Agency inquiry for curtaining; suitings. E.S.B. 557/66.
(6/67) Inquiry for aviation accessories; high voltage equipment. E.S.B. 45270/66.

Spain
(5/67) Agency inquiry for air conditioning equipment; builders' supplies; hardware; heating equipment; household ware. E.S.B. 557/67.
(9/67) Agency inquiry for whisky. E.S.B. 1718/67.
(7/67) Manufacture under licence – air conditioners. E.S.B. 49158/66.

Switzerland
(5/67) Agency inquiry for piece-goods. E.S.B. 834/67.
(9/67) Inquiry for tungsten carbide. E.S.B. 1640/67.

Syrian Arab Republic
(11/67) Inquiry for photographic paper and cards; films. E.S.B. 2027/67.

Thailand
(7/67) Visits by British overseas commercial representatives. E.S.B. 6865/66.

Turkey
(6/67) Inquiry for screws; wheels. E.S.B. 39976/66.
(7/67) Inquiry for canning machinery; flax processing machinery; tile and brick making machinery. E.S.B. 48975/66.

United States of America
(5/67) Manufacture under licence in Britain – auto air conditioners. E.S.B. 1052/67.
(5/67) Manufacture under licence in Britain – prefabricated buildings and materials. E.S.B. 871/67.
(7/67) Inquiry for beauty shops supplies and equipment. E.S.B. 47057/66.
(7/67) Inquiry for clock assemblies; meters; wire. E.S.B. 49399/66.
(9/67) Inquiry for furniture. E.S.B. 1454/67.
(11/67) Inquiry for air compressors. E.S.B. 2094/67.
(11/67) Inquiry for beer. E.S.B. 2082/67.
(11/67) Inquiry for dietary products; disposable medical supplies. E.S.B. 46758/66.

Various Countries
(10/67) United Nations Development Programme Special Fund. GD 35/66.
(11/67) Publication of further BSI Technical Digests on Overseas Electrical Regulations. E.S.B. 12011/66.

Yugoslavia
(7/67) Trade Protocol. C.R.E. 4847/G.
(7/67) Revised overseas postage rates. E.S.B. 1224/G.

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for firms outside London is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. *(Addresses on page viii of this issue.*

Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses is published on pages i-viii of October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional offices of Board of Trade (see page 31 of January 6 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757).*

West German visit

MR. J. CATHERALL, commercial sales manager and Mr. J. Provan, technical sales engineer of USI Engineering Ltd., Burtonwood, Warrington, left for West Germany on January 16 to deliver a paper to the Association of Smelting and Mining during their Convention at Lünen on January 19/20, describing and illustrating an entirely new mechanical process for the separation of copper from the plastic or rubber covering of scrap cable. This process is designed to replace the present method of burning off the outer cable covering which, with its attendant air polution problem and metal wastage by over burning, does not produce a material of the quality available through the new USI process.

Whilst in West Germany Messrs. Catherall and Provan will also be visiting the plants of prospective users of this new process and other companies in the plastics industry.

BNEC Southern Africa export probe

MR. W. E. LUKE, chairman of BNEC South Africa, and executive secretary, Mr. G. P. Brownie, will be visiting Southern Africa at the end of January.

Mr. Luke leaves London on January 23 to join Mr. Brownie, who left on January 19. Together they will visit – Windhoek, Cape Town, Maseru (Lesotho), Johannesburg, Pretoria, Gaberones (Botswana), Swaziland, Durban. Mr. Brownie will then go on to Lourenco Marques and Beira in Mozambique.

Market Research Mission in East and Central Africa

THE managing director of Cuxson, Gerrard & Co. Ltd., Dr. John Gerrard, M.A., B.Ch., is to accompany the Birmingham Chamber of Commerce Trade Mission visiting East and Central Africa from January 22 to February 22. The company manufactures surgical dressings, pharmaceutical products and hospital supplies. Dr. Gerrard's intention is to study the medical, surgical and pharmaceutical requirements of the countries concerned for health services, hospitals, retailers, doctors and factory first aid, with a view to supplying products particularly suitable for local conditions.

This is a further extension of the company's export drive. Their export manager, Mr. John Pritchard has paid several visits to the Continent in the last three years, and in 1965 also went on a trade mission to the Middle East.

Hereford Herd Book Society investigate America

THE Hereford Herd Book Society's secretary, Mr. J. A. Morrison, is spending two weeks (January 11-28) in the United States to find out how and why American cattle breeders acquire imported stock as a preliminary to an intensified sales drive. The British National Export Council are giving financial support to this market investigation. One prize Hereford could bring as much as £20,000 to Britain, although £1,000 is the average price.

Another visit to Greece by British shipbuilders

AS A FOLLOW-UP to recent successes in the Greek market, a small party of British shipbuilders are making a further visit to Athens. Mr. Charles Longbottom (chairman) and Mr. Kenneth Douglas (managing director) of Austin & Pickersgill Ltd., Sunderland, and Mr. Cecil McFetrich (joint managing director) of Bartram & Sons Ltd., Sunderland, left London on January 15 for a five-day visit to Greece to stimulate further interest in the Austin & Pickersgill-designed Liberty ship replacement, the SD.14, nine of which have already been ordered by Greek owners.

The current offer of a fixed-interest rate of 5½ per cent over 10 years on 80 per cent of the cost of ships built in British yards is an added incentive to Greek shipowners to order SD.14s now.

Czechoslovakian tour

MR. V. BROWN, export manager of Towler Hydraulics (MI Group) of Rodley, Leeds, leaves for Czechoslovakia on January 22. He will be following up major quotations for Towler systems engineering and hydraulic equipment tendered to the country's principal buying organizations, Strojoimport and Strojoexport and also seeking meetings with representatives of other commercial enterprises.

Towler exports, at well over 40 per cent of production, are running at their highest-ever level.

Robert Maxwell on world export tour

PUBLISHER, Robert Maxwell, who left on January 8, will be visiting 20 cities in 11 countries during his six-week tour, to promote British books abroad, in his capacity as director of the Book Development Council, and to increase the sales of scientific, educational and technical books as chairman of Pergamon Press Ltd., and publisher of Chambers's Encyclopaedia.

The countries to be visited by Mr. Maxwell are India, Thailand, Japan, Hong Kong, Indonesia, Malaysia, Australia, New Zealand, Mexico, the United States and Canada. In Hong Kong he will be talking to representatives of Communist China in a bid to extend the market for British scientific and technical books and in Mexico he will be discussing a Spanish edition of Chambers's for the South American market.

Tour of Canada and the United States

MR. S. W. POOLE, export manager for Tricity Refrigerators and Cookers Ltd. and R. A. Main Manufacturers of Gas Domestic Appliances Ltd. (subsidiaries of Thorn Electrical Industries Ltd.) left London on January 15 for a tour of Canada and the United States. He is to meet the sales representatives of 'Gilson' of Guelph, Ontario, Tricity's Canadian distributor, and in Toronto he will finalize Tricity's plans for 'The Canadian National Exhibition' and 'British Week' in October. He is to call on British Government officials in Toronto. In the United States he will explore the possibilities of establishing distribution centres and developing business.

Sales tour of Africa

MR. W. T. SPRENKEL, export sales manager of Ekco Plastics, has left Britain for an extended sales tour of Africa. He will be introducing the latest Ekco Plastics products to the African market; these include the new 'Luxuryware' range of bathroom accessories and the new 'Nova' range of tableware. Mr. Sprenkel will also be discussing campaigns to extend the sales of Ekcoware sealed storers, Nurseryware, and other Ekco products. The tour, covering some 25,000 miles, will include visits to the Canary Islands, South Africa, Zambia, Malawi, Tanzania, Kenya and Uganda.

Tour to launch paperbacks

MR. RICHARD B. FISHER, managing director of Sphere Books Ltd., Lord Thomson's new paperback house, left on January 3 on a promotion trip to launch this new paperback book company overseas. He will be away till the beginning of February, visiting Toronto, New York, Vancouver, Wellington, Auckland, Sydney, Brisbane, Melbourne, Perth, Johannesburg, Cape Town and Nairobi.

He will look into the sales potentialities of each country and will appoint agencies. 'Might even get a chance to sign up a few writers,' he commented before he left. In this country Sphere Books Ltd. will launch their first 31 fiction and non-fiction titles on February 6.

Carpet executive visits Canadian agents

MR. PHILIP DEXTER, liaison executive between Brinton Peterboro Carpets in Canada and Brintons Ltd., of Kidderminster, has been in Canada since January 6 visiting customers in Montreal, Saskatoon, Regina, Winnipeg, Halifax, Quebec and was also in attendance on the Brinton Peterboro stand at the Toronto Market (January 9-13). Part of this was devoted to showing the range manufactured by Brintons of Kidderminster.

Chairman's visit to South Africa

MR. NOËL P. NEWMAN, chairman of the Newman Hender Group, whose headquarters are at Woodchester, Stroud, Gloucestershire, left on January 14 to assess the market outlook for the Group's products in South Africa, already one of the main export markets for the Newman Hender range of oil and industrial valves.

Mr. Newman will be visiting the Group subsidiary company, Newman Hender (South Africa) Pty. Ltd., Pinetown, Natal, and will also meet a number of the Group's main customers in South Africa.

Agents for fertilizers in America

MR. J. M. A. CROSS, Imperial Chemical Industries Limited Agricultural Division, Billingham, Co. Durham, is visiting the United States, Cuba and some Central and South American territories in connection with the appointment of agents for their fertilizers.

Visit to North America

VISCOUNT GARNOCK, joint marketing director of John Crossley & Sons Ltd., has recently returned from a trip to the United States of America and Canada. He spent a week with Crossley's distributors, the Fritz & La Rue Company of New York, discussing the new range of Brussels type carpets with a worsted pile which it is planned to launch in the spring.

Export Orders

Firms are invited to send in brief details of recent exports orders or contracts for mention on this page.

Exports to Spain

L. A. Mitchell Ltd., of Manchester, have obtained a £30,000 order for a 2-ton electrical induction heated synthetic resin plant for a leading resin manufacturer in Bilbao, Spain. Over £70,000 worth of distillation equipment, process pumps, chemical and drying plant, have been supplied recently by the Mitchell Group to Spanish and Portuguese chemical and process markets.

Power units for Nigeria

Four Typack stock design power units have been made and supplied by P. G. Tyrer (Turbines) Ltd. to Frederick Parker Limited, Leicester, for shipment to Lagos, Nigeria. There they will be used to operate stone crushing plants. All four units are fully canopied and powered by Rolls-Royce SF65C engines.

Lab equipment for Libya

The Baird & Tatlock Group of Companies, a division of the Derbyshire Stone Group, has received an order, valued at approximately £50,000, from the Libyan Ministry of Health, for laboratory apparatus and equipment, chemicals and reagents.

Packaged gas turbine power stations

Within a month of commissioning a new design of packaged gas turbine power plant at St. John's for the Newfoundland and Labrador Power Commission, another order has been won by Associated Electrical Industries Ltd., this time from Ontario Hydro and covering two similar 14,000 kW installations. The order, obtained in face of strong competition from United States, is worth approximately 2½ million Canadian dollars.

£286,000 telephone exchanges

Against world-wide competition, a £286,000 contract for the supply of the first public telephone exchanges in Zambia to use crossbar equipment has been won by Standard Telephones and Cables Ltd., London. STC is also preparing to install the equipment in Zambia. The new equipment, which will provide Zambia with a fully up-to-date STD system, will be produced at STC's East Kilbride plant in Scotland.

BICC win orders from Dubai

The BICC Group has been awarded orders to the value of almost £100,000 by the Dubai Electricity Company for the supply and supervision of installation of a 33 kV overhead transmission line and 33 kV underground power cables. These transmission projects are to extend the present electricity network of this developing State.

Colombian contract

The Power-Gas Corporation Ltd., Stockton-on-Tees, a member of the Davy-Ashmore Group, has obtained a contract worth up to £2.7 million from Petroquimica Del Atlantico SA for the procurement and erection of equipment to be installed in two plants at Barranquilla, Colombia. One plant is designed to produce 900 metric tons per day of ammonia and the other 400 metric tons per day of urea. Both plants are scheduled to be in operation early in 1969.

Press sales

Recent overseas orders received by Fielding and Platt Limited, Gloucester, include a 1,000-ton vertical hydraulic press for extruding copper tubes for Anaconda Waterberry, Connecticut, United States, and a belting press for Dunlop South Africa Limited.

Saudi Arabian airports

Contracts worth £220,000 have been awarded to Standard Telephones and Cables Ltd., by the Saudi Arabian Department of Civil Aviation to supply landing and navigational aids to airports at Jeddah, Al Quysumar, Hail, and Ras Saffaniyah. The contract, in which STC is prime contractor, is for the supply and installation of an instrument landing system, several types of beacons, a monitor receiver, diesel power generators, and associated civil engineering work.

Rolls-Royce diesels for German ships

The Oil Engine Division of Rolls-Royce Limited are to supply 24 of their 'D' Range diesel engines to power main generators in six new ships being built for the Hamburg South American Line by Blohm & Voss of Hamburg. The order is worth nearly £150,000 to Rolls-Royce and was negotiated in conjunction with Theodor Wille of Hamburg, the Oil Engine Division's distributor for Rolls-Royce diesel engines in Germany.

Washer-dryer for overseas hospital

One of AEI Heating's latest type 1200 washer-dryers, a type 600 sterilizer, a type 144 sterilizer, and ancillary equipment have just been shipped to The National Iranian Oil Company's hospital at Abadan, where they will be installed in a new central syringe sterilizing department. The type 1200 washer-dryer is the first to be supplied for a hospital overseas, and it has been specially designed to operate in tropical conditions.

Solvent recovery system

Courtaulds Engineering Limited has been awarded a contract by Chatillon SpA, Milan, for the design, procurement, construction and commissioning of an acetone recovery plant based on the fluidized bed activated carbon process developed by the Courtaulds group. Completion is scheduled for early 1967.

Locos for Ceylon

Fifteen diesel mechanical locomotives, worth approximately £40,000, have been ordered from Motor Rail Ltd., Simplex Works, Bedford, by the Government Salt Commissioners of Colombo, Ceylon. The locos are of 2 ft. gauge and 4½ tons weight. This is the third order Motor Rail has received from the Ceylon Salt Commissioners within two years and brings the total number of locos supplied up to 30.

$¼ million order for Ruston Motors

A further order from the United States for hydraulic motors valued at over ¼ million dollars has been won by Ruston and Hornsby Ltd. This latest order covers standard motors of various sizes, which are to be dispatched to a prearranged schedule.

Pumps for Australian power station

Howard Tyler & Co. Ltd. (Stone-Platt Group), has received an order from International Combustion, Australia, for £325,000 worth of glandless electric pumps. These pumps, which are among the largest of their kind, are each of 750 h.p. and are to be installed for boiler circulation duties at the Liddell Power Station, New South Wales. The motors are of the water filled type pioneered by the company.

Orders from Iran for BICC

The BICC Group has been awarded orders to the value of almost £650,000 by the Ministry of Water & Power of Iran for the supply of 3,070 kilometres of steel cored aluminium conductors and the installation of second circuits on existing 230 kV and 132 kV overhead transmission lines. Installation will be by BIC Construction Co. Ltd. and is scheduled to be completed early in 1968.

French use British building system

The first school in France to be built in Clasp, Britain's leading industrialized building system, has been opened at Ballancourt sur Essonne, 30 miles from Paris. Built for the French Ministry of Education, by Constructions Modulaires of Paris, which is developing the use of Clasp under licence in France, the two-storey school, accommodating 400 students, cost approximately £170,000. Construction Modulaires is owned jointly by Brockhouse Steel Structures Ltd., and Andrews Weatherfoil Ltd. As a result of the school's success, a large Clasp programme is now in hand, including the building of a number of schools valued at £1¾ million.

Electronics contract

A contract between IDM Electronics Ltd., Reading, and the Hull Corporation of America, which will yield orders worth $250,000 a year has been signed at the United States Trade Center in London. Hull produce a range of presses for moulding of casings for transistors, diodes and similar electronic devices and IDM will take over the production of all moulding tools required in the European Free Trade Area.

Flour mill plant to Taiwan

Equipment for a complete flour mill for the Chia Hsin Flour Mill Corporation, Taiwan, has been supplied by Henry Simon Ltd., Stockport. The new mill, now under construction, was specially designed by the company and incorporates the latest pneumatic conveying and flour milling equipment. The plant will be erected 'in-line', starting with the silos at one end of the building then following through to the warehouse and distribution facilities at the other end.

Middle East sales

Within recent weeks Blaw Knox Ltd., Rochester, have secured orders worth over £117,000 for export to the Middle East. These orders are for road construction machinery and concrete batching plant, including concrete mixers, and bring the company's trade this year with the Middle East to nearly £¼ million.

Governors for Norwegian diesels

The RE series 1100 governor designed and manufactured by Regulateurs Europa Ltd., Colchester, has been accepted by the Norwegian diesel engine manufacturers, Bergens Mekaniske Verksteder, for use with their engines.

Perkins in Mexico

Orders from Mexico totalling more than £776,000 were announced recently by the Perkins Engines Group. They included the company's biggest ever order from Mexico amounting to £406,000 placed with the company as the British Industrial Exhibition ended in Mexico City. Perkins are planning to produce engines in co-operation with Fabricas Auto-Mex S.A., at a new factory being built at Toluca, 40 miles from Mexico City. A manufacturing and marketing organization, Motores Perkins S.A., has been formed and all the orders have been received through this new company.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FEDERAL REPUBLIC OF GERMANY

Turnover equalization tax

THE LAW (17th Law amending the Turnover Tax Law) giving formal effect to changes in the rate of turnover equalization tax on certain imports into the Federal Republic of Germany was officially promulgated in *Bundesgesetzblatt, Part* 1, *No.* 56 of December 29, 1966. Details of the changes, which came into effect on January 1, 1967, were published in the *Board of Trade Journal* of January 6, 1967 (page 41).

Inquiries should be addressed to Tariff Section, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449).

BELGIUM AND FRANCE

Ban on imports of meat and some live animals from certain UK areas

THE Ministry of Agriculture, Fisheries and Food has announced that because of outbreaks of foot and mouth disease, Belgium and France have imposed a temporary suspension of imports from some parts of Southern England of cloven hoofed animals and fresh meat and offal thereof. Information on the areas affected may be obtained from Ministry of Agriculture, Fisheries and Food, Export Section, Hook Rise South, Tolworth, Surrey (Tel. Derwent 6611) or Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479-481).

SPAIN

Customs tariff

IN THE *State Gazette* of January 2 the Spanish authorities announced modifications to certain sub-headings of their customs tariff, and revised sub-headings and import duties are as follows:

Tariff heading	Description	Definitive Duty	Transitory Duty
30.02 A 1	Antipoliomyelitis and measles vaccine put up for retail sale	Free	Free
30.02 B 1	Antipoliomyelitis and measles vaccine in bulk form or otherwise put up	Free	Free
68.15 A	Bonded mica splittings in sheet form of a maximum thickness of 0.12 mm.	Free	Free
70.05 B	Coloured or flashed glass:		
1	Of a thickness not more than 2.5 mm. and dimension not exceeding 700 x 400 mm.	20%	8%
2	Other	20%	15%

Suspension of customs duties

IN THE *State Gazettes* of December 31 and January 2 the Spanish authorities announced the following regulations regarding import duties:

Tariff heading	Description	Details
04.01 A	Fresh milk	Suspension of duties until March 2.
09.01 A	Coffee beans, not roasted	Duty of 1% only to be paid until March 26 (an extension of previous legislation).
73.07 B4a	Slabs of non-special iron or steel of more than 1,000 kgs. weight and more than 120 mm. thickness	Suspension of duties extended to April 2.

IRISH REPUBLIC

Quota restrictions on certain textiles and piece-goods

THE GOVERNMENT of the Irish Republic have announced the following quotas under the Control of Imports Acts, 1934-1964, for the period January 1, 1967 to December 31, 1967:

Goods	Quota	Quota No.
Certain textile yarns, certain articles of textile material and certain articles of bedding or similar furnishing.	A quantity equal in value to one hundred thousand pounds (£100,000)	51
Certain woven fabrics of silk, man-made fibres, flax, ramie, cotton, jute; certain woven pile fabrics; certain coated or treated fabrics; certain knitted or crocheted fabrics.	Twelve million square yards	52

The countries to which the quota restrictions apply are: Japan, Czechoslovakia, Rumania, India, Malaysia, Macao, People's Republic of China, Hungary, Hong Kong, China (Nationalist), Bulgaria, Poland, East Germany, Pakistan, Yugoslavia, USSR.

(Details of the Quota Orders relating to the restrictions were published in the *Board of Trade Journal*, of January 15, 1965, pages 139-140).

ITALY

General turnover tax

THE ITALIAN Government in the *Gazzetta Ufficiale* of December 29, 1966, published the text of a Decree giving the rates of Turnover Tax (IGE) paid on a 'once only' basis on a number of commodities (the IGE is normally levied at each stage through the cycle of manufacture). The rates show no change from those for 1965 and 1966 except for the following item:

Tariff Head	Commodity	Previous rate of tax	Rate from Jan. 1, 1967
2201	Natural spa waters, mineral waters and soft drinks	5·2%	15·6%

A complete list of the rates appeared in the *Board of Trade Journal* for February 12, 1965, page 359.

Details can be obtained from Export Services Branch, (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449, 450).

SWITZERLAND

Increased import duty on diesel oil

BY AN ORDER of the Swiss Federal Council of December 2, 1966, the rate of customs duty on diesel oil (ex 27.10.20) was increased with effect from December 5, 1966, from SF 16.00 per 100 kg. to 24.30 per 100 kg.

Inquiries about this Notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460 and 462).

FRANCE

Import regulations for meat etc. for human consumption

THE FRENCH *Journal Officiel* of January 5 announced that the list of abattoirs and processing concerns in Britain inspected and approved by the competent authorities in Britain and accepted by the French authorities should be extended by the addition of the following abattoirs and processing concerns.

Name and address	Approval No.
Abattoirs	
E. M. Bennett, The Abattoir, Tillydown, Appleshaw, Andover, Hants	EWS 54
F. D. Mahoney Ltd. (Wholesale and Retail Butcher), Ramsden Heath, near Billericay, Essex	EWS 55
T. N. Green and Sons (Meat Importers) Ltd., Mortar Street, Oldham, Surrey	EWS 56
Leicester and District Meat Traders Co. Ltd., 16 Abattoir Cattle Market, Leicester	EWS 57
Evesham and District Butchers' Co. Ltd., Abbey Road, Evesham, (Worcs.)	EWS 58
Barretts and Baird (Wholesale) Ltd., The Abattoir, Harvills Hawthorn, West Bromwich, Staffordshire	EWS 59
Municipal Abattoir, Northfield Avenue, Kettering, Northants	EWS 60
Dumfries Public Abattoir, Dumfries (Scotland)	S 4
Ylster-Swift Limited, Cornagrade Road, Enniskillen, Fermanagh	NI 17
Horse Abattoirs	
Prosper de Mulder Limited, Ings Road, Doncaster, Yorkshire	EWS 61
Processing Concerns	
Bowyers (Wiltshire) Ltd., Trowbridge, Wilts.	EWP 13
W. Fishwick (Meat Contractors) Ltd., Oark Food Factory, Liverpool Road, Ashton in Makerfield, Lancashire	EWP 14

The French text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

Customs modifications

THE FRENCH *Journal Officiel* of December 24 announced the following amendments to the French customs tariff:

Tariff No.	Description	Rate of Duty
		Per cent
07-01 B I b	Cauliflowers: From December 1 to April 14	12
M I	Tomatoes: From November 1 to May 14	11
II	From May 15 to October 31	18
08-02 A I a	Oranges: From April 1 to October 15: Sweet	15
b 1	Other: From April 1 to June 14	19
2	From June 15 to June 30	17
3	From July 1 to August 31	15
4	From September 1 to September 30	17
5	From October 1 to October 15	23
II	From October 16 to March 31	20
a	Sweet	20
b 1	From October 16 to March 14	26
2	From March 15 to March 31	22
B I	Mandarins and clementines: Mandarins	20
II	Clementines	26
C	Lemons	8
08-04 A I a	Grapes, fresh or dried: From November 1 to July 14: Dessert grapes	18
b	Other	20·8
II	From July 15 to October 31:	
a	Dessert grapes	22
b	Other	22
08-06 A II b	Apples: Other: From January 1 to March 31	10
c	From April 1 to July 31	
B I b	Pears: From August 1 to December 31: Other	13
II	From January 1 to July 31	10
08-07 B I a 1	Peaches, including nectarines: From July 16 to September 15: Nectarines: Outdoor	29·2
2	Hot-house	27·2
b	Other	22
II a 1	From September 16 to July 15: Nectarines: Outdoor:	
w	From September 16 to October 15	29·2
x	From October 16 to April 30	37·2
y	From May 1 to June 15	41·2
z	From June 16 to July 15	29·2
2	Hot-house	27·2
b	Other	22
17-02 A I	Lactose and lactose syrup: Of which the dry product contains more than 99% of sucrose	24 (P)
B I	Glucose and glucose syrup: Of which the dry product contains more than 99% of sucrose.	25 (P)

(P) This duty shall be suspended for such time as, in pursuance of regulations laid down by the European Economic Community Council, an equalizing-tax scheme may be operated.

The full text of this notice may be seen at the Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 479/480).

GREECE

Postal services

A SERIES of postal strikes, together with the usual Christmas and New Year congestion, have combined to produce severe delays in the Greek postal service and letters posted in Western Europe (including the United Kingdom) during the last 10 days of December are only now trickling through. There is said to be an accumulation of undelivered mail at the Central Post Office in Athens.

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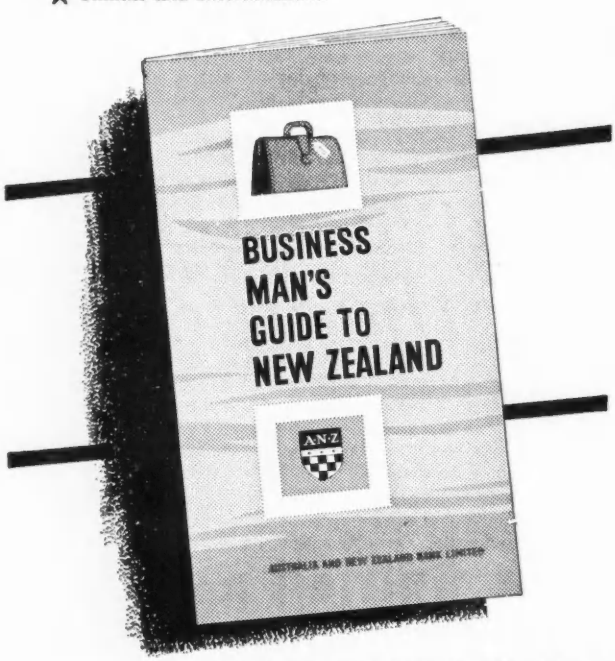

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THE NETHERLANDS

Turnover tax changes

A NETHERLANDS Royal Decree of December 19, 1966 (*Staatsblad* No. 554/1966), provides for changes in rates of turnover tax on imports of certain textile products *with effect from January* 1, 1967. Goods listed in Schedule 'A' to the above-mentioned Decree are exempt from turnover tax whilst those listed in Annexes 'B' and 'C' are liable to turnover tax at the rate of 3 per cent – (2.4 per cent when imported for private persons; 19 per cent if also listed in Schedule III (luxury goods).) Certain other textile products attract turnover tax at the rate of 1½ per cent, also with *effect from January* 1, 1967. These are those mentioned in Netherlands Law of December 23, 1965 (*Staatsblad* No. 614/1965)*, in as far as they have not been included under the provisions of the above-mentioned Decree.

A Netherlands Law of December 29, 1966 (*Staatsblad* No. 592/1966), provides for a 20 per cent increase in turnover tax, *with effect from July* 1, 1967. This increase will not however operate where at present turnover tax rates of 7 per cent, 10 per cent, 18 per cent or 25 per cent are levied.

*A notice on this appeared in *Board of Trade Journal* of January 28, 1966, page 209.

Note: *Turnover tax is levied on home-produced and imported goods alike.*

The full text of the above-mentioned legislation (in Dutch), may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

TURKEY

Global import quotas and liberalization lists

ON JANUARY 4, 1967, the Turkish Authorities announced the eighteenth list of global quotas and the liberalization lists for the first half of 1967. The liberalized lists remain as before with minor changes, but some items are subject to permission of a government authority prior to importation. The notice which was published in the *Board of Trade Journal* on January 6, 1967 (page 40) is, therefore, now cancelled. Applications to import under the new quotas must be made by Turkish importers within *one month* of the date of publication in Turkey.

The main changes in the lists, as compared with those published in the *Board of Trade Journal* of August 5, 1966 (pages 364-373) and August 12, 1966 (pages 432-436), are as follows:

Global Import Quotas

Tariff Statis No.	Description	
The following items have been cancelled.		
60.06.10	Varicose vein stockings and elastic knee caps.	
70.08	Only laminated, multiple layer, flat security glasses of all dimensions and shapes.	
70.20	Only textiles made of glass fibre. (For the manufacture of fibre glass).	
73.12	Iron and steel plated strips of up to 250 mm. (including 250 mm.) (For the manufacture of steel strips only).	
73.17.10	Small bore pipes of cast iron (smaller than 200 mm. inclusive diameter).	
73.17.20	Large bore cast iron pipes (larger than 200 mm. diameter).	
85.12	Hair dryers.	
87.01.30	Only trailer tractors.	
87.09.10	Motorcycles.	
Quota changes.		
05.15.20	Only poly-hybrid silk worm eggs. Importers' quota increased from $1,000 to $240,000.	
25.24	Asbestos.	A quota of $400,000 has been allocated for Asbestos Cement Pipe Manufacture.
59.17.90	Only special fabrics used in asbestos industries.	
74.11	Woven copper mesh wire.	
15.07.11	Castor Oil.	A quota of $150,000 has been allocated for the vinyl asbestos thermo-plastic ground flooring industry.
25.24	Asbestos.	
38.19.20	Chemical products and preparations of the chemical and/or allied industries not elsewhere specified or included (excluding pigment binders and cold and hot patches and gum-lactic used on pneumatic tubes).	
39.02.10	Liquid and paste products and others (excluding polyester plates and homo-polymer polyvinyl acetate como-polymers and co-polymers).	
28.25	Titanium oxides.	
25.24	Asbestos. Industrial quota reduced from $600,000 to $150,000.	

Tariff Statis No.	Description
53.01.10	Merino wool (unclean). Industrial quota increased from $1,000,000 to $13,500,000.
73.03 73.11	Iron and steel scrap. Industrial quota increased from $250,000 to $500,000. Sections, angles and shapes of iron and steel (excluding drapery rails, cornices, steel poles, plates and perforated sections). Total quota reduced from $580,000 to $330,000.
79.01.10	Unwrought zinc and aluminium zinc alloys containing at least 94% zinc. Industrial quota reduced from $400,000 to $150,000.
84.06.90	A new quota of $300,000 has been added for only unfinished raw cylinder blocks.
Quotas for Assembly Industries.	
Miscellaneous	Materials for radio production. Quota reduced from $700,000 to $500,000.
Miscellaneous	A new quota of $300,000 has been added for materials required for bus chassis production.
Quotas for the Manufacturing Industries.	
Miscellaneous	Materials for construction machinery manufacture. Quota reduced to $150,000.
Miscellaneous	Materials for machine lathe manufacture. Quota reduced to $150,000.
Miscellaneous	Materials for air compressor manufacture. Quota reduced to $100,000.
Miscellaneous	A new quota of $300,000 has been added for materials required for the manufacture of textile machinery.
Miscellaneous	Materials for manufacture of machinery for olive oil production. Quota reduced to $25,000.
Miscellaneous	Materials for manufacture of industrial furnaces (ovens). Quota reduced to $30,000.
Miscellaneous	Materials for electric motor manufacture. Quota reduced to $200,000.
Other quotas falling within miscellaneous Tariff headings.	
	Emergency requirements of private enterprise industries. Quota reduced to $700,000.
	State enterprise investments. Quota increased to $25,000,000.
	Quota for the Izmir International Fair 1967, $10,000,000.

Liberalization List I

Tariff Statis No.	Description
The following additions have been made to this list.	
26.01.76	Only zirconium ore. (For ceramics factories).
27.07	Oils and other products of the distillation of high temperature coal tars.
40.01.20	Only Quality RSS4 natural raw rubber, latex and Super Quality IX raw rubber. (This items was published as an amendment in the *Board of Trade Journal* of December 2, 1966.)

Liberalization List II

32.11	Prepared dryers (desiccants). This item is transferred to Global Quota List.

A further announcement will be made when full details of the quota and liberalization lists become available.

ISRAEL

Liberalization of imports

THE FOLLOWING six items have been added to the list of goods for which Israeli import licences are issued without restrictions. These goods were liberalized with effect as from December 5, 1966:

Tariff No.	Brief Description	Customs Duty	Purchase Tax
23.07 (c)	Substitutes of milk for animals, containing not less than 20% and not more than 30% albuminous materials and not less than 10% and not more than 20% fatty materials	30% but not less than IL. 300 per ton.	Exempt
39.02 (i) (5) (i) 39.07 (i) (9) (a) (9)	Polyethylene tubes of all kinds	45% + IL.0·25 per kilo	10%
40.11 (a) (1)	Tyres for bicycles and tricycles; outer diameter exceeding 56 cms. (22 in.)	60% + IL.1·80 each	7½%
	Other	60%	
98.01 (i) (1)	Buttons made completely or mainly of plastic materials	100% but not less than IL. 25 per kilo	Exempt
98.02 (a) (1)	Plastic slide fasteners and parts thereof: Made of plastic	60% but not less than IL. 0·80 per metre	25%
98.02 (b) (1) (a)	One side of the fastener made of plastic	60% but not less than IL. 0·40 per metre	
98.02 (b) (9)	Parts	60%	
98.02 (a) (9)	Metal slide fasteners and parts thereof: Metal fasteners	60% but not less than IL. 0·50 per metre	25%
98.02 (b) (1) (i)	One side made of metal	60% but not less than IL. 0·25 per metre	
98.02 (b) (9)	Parts	60%	

The following items were liberalized with effect from November 20, 1966:

Tariff No.	Brief Description	Customs Duty	Purchase Tax
39.07 (i) (9) (1)	Life belts	60%	Exempt
	Life jackets of plastic material	60%	
40.14 (i) (9) (i)	Of unhardened vulcanized rubber	45%	
45.03	of natural cork	45%	
45.04	of agglomerated cork	60%	
62.05 (i)	of textile material	60%	
70.21 (i)	of glass fibre	*Exempt	Exempt
53.05 (a) (9) (a)	Wool tops	*Loudspeakers:* 60% + IL. 0·50 per unit *Parts:* 60%	35%
85.14	Loudspeakers and parts thereof	25%	Exempt
84.40 (a) (2) (i)	Dry cleaning machines and parts thereof		

*Subject to a surcharge levy of 26%.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462.)

SINGAPORE

Motor vehicle assembly and import duty

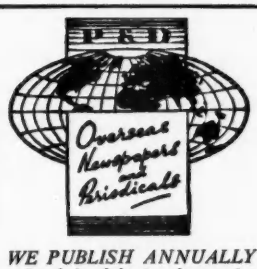
THE Singapore Government announced on January 10 that approval had been given to three firms to carry out local assembly of passenger motor vehicles. The firms are: Ford Motor Co. Ltd., Cycle and Carriage Industries Ltd. and Associated Motor Industries Ltd. Makes and models of passenger motor vehicles authorized for local assembly are limited to the following:

Austin A60, 1100, Mini
Chevrolet Impala
Ford Anglia, Corsair, Cortina, Falcon
Mercedes Benz 200, 200D
Morris 1100, Mini, Minor, Oxford
Renault 1100

(*Continued on next page*)

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.



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Commercial vehicles (including buses) are also be to assembled in Singapore by the Ford Motor Co. Ltd., General Transport Co. Ltd., Borneo (Orchard) Motors Ltd. and Malaysia Nissan Motor Co. Ltd.

At the same time, the Singapore Government announced that, as an interim measure, an import duty of 10 per cent, full and preferential, had been imposed, with immediate effect, on all passenger motor vehicles *with the exception of the above-mentioned models.*

A previous notice about the Singapore Government's policy on motor vehicles appeared in *Board of Trade Journal*, dated June 10, 1966, page 1337.

AUSTRALIA

References to the Special Advisory Authority

DETAILS were given in the *Board of Trade Journal* of March 2, 1962 (page 472) of the Australian Government's decision in accordance with which quantitative restrictions may in future be imposed as an alternative, or as an addition to temporary duties.

A reference has now been made to the Special Advisory Authority in respect of **synthetic resin monofilaments for brushware** Tariff items 39.01.29, 39.02.392, 39.02.394, 39.02.399, 51.02.12 and 51.02.19.

Details of the Tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
39.01	*Condensation, polycondensation and poly-addition products, whether or not modified or polymerized, and whether or not linear (including phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):		
39.01.2	Monofil, tubes, rods, sticks and profile shapes whether or not surface-worked but not otherwise worked:		
39.01.290	Of other types	7½%	Free
39.02	*Polymerization and copolymerization products (including polyethylene, polytetrahaloethylenes, polyisobutylene, polystyrene, polyvinyl chloride, polyvinyl acetate, polyvinyl chloroacetate and other polyvinyl derivatives, polyacrylic and polymethacrylic derivatives, coumarone-indene resins):		
39.02.3	Monofil, tubes, rods, sticks and profile shapes, whether or not surface-worked but not otherwise worked:		
39.02.392	Of the styrene type	20%	7½%
39.02.393	Of the vinylidene type, not supported by or laminated with or containing textile or glass fibre fabric	7½%	Free
39.02.394	Of the vinylidene type, not being goods falling within sub-paragraph 39.02.393; of the vinyl type	40%	25%
39.02.399	Of other types	7½%	Free
51.02	*Monofil, strip (that is to say, artificial straw and the like) and imitation catgut, of man-made fibre materials:—continued		
51.02.1	Monofil; imitation catgut: continued:		
51.02.120	Of polyvinylidene chloride or polypropylene	20%	10%
51.02.190	Of other materials	15%	7½%

The Special Advisory Authority is required to report within 30 days of the date of the reference.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Special Advisory Authority should get in touch with their Australian agents or with the London office of the Australian British Trade Association, 42 Leicester Square, London, W.C.2. (Tel. Whitehall 5072.)

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2318 or 2319) quoting reference No. CRE 1022/66.

REPUBLIC OF SOUTH AFRICA

Customs tariff applications

CUSTOMS TARIFF Application List No. 428, published in the South African *Government Gazette* of January 13, contains applications to the Board of Trade and Industries for increase in duty on:

1. Tubular low pressure gas discharge lamps (fluorescent type) of the following description classified under sub-heading 85.20.30 from 15 per cent

ad valorem (United Kingdom 10 per cent *ad valorem*) to the rates of duty indicated:

	General Duty Rate	Preferential Duty Rate
(i) of a type not exceeding 4 feet in length or 40 watts	25% *ad val.* or 15c. each	20% *ad val.* or 15c. each less 5% *ad val.*
(ii) of a type exceeding 4 feet in length or 40 watts	25% *ad val.* or 40c. each	20% *ad val.* or 40c. each less 5% *ad val.*

2. Transistors (excluding power and high frequency transistors) by 10c. each.

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the applications, it should address inquiries to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference 1. CRE 229/67 and 2. CRE 230/67.

ZAMBIA

Form of invoice

ON NOVEMBER 11, 1966, the *Board of Trade Journal* contained a note about the Zambian revised form of invoice.

The information now to hand from the Zambian authorities is that the revised form will be produced very shortly and circulated to those printers and commercial firms with whom they have had dealings in the matter. They have emphasized that there can be no departure from the size, layout and wording of the revised form now being prepared. Continuation sheets must be on separate sheets and not printed on the reverse of the form. Variations of the form made by commercial firms to fit in with mechanical documentation systems will not be accepted. The old type of invoice form will be accepted till June 30, 1967.

Further inquiries about the revised form should be addressed to Export Services Branch, Board of Trade, Room E54, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 469).

MALAWI

New customs tariff

ON JANUARY 6, a short note appeared in the *Board of Trade Journal* announcing that the Malawi Department of Customs and Excise had converted their existing tariff to that of the Brussels Nomenclature Tariff with effect from January 1, 1967.

It was further stated that the new tariff comprised three instead

(*Continued on next page*)

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Over 60 of 100 AEC 690 Dumptruks, ordered from sole distributors, Scottish Land Development Ltd., by the Zambian Government last September, have now been shipped. The Dumptruks and parts, worth a total of £800,000 are being moved through London, Glasgow and Liverpool. The balance of the order will be completed before the end of February. These Dumptruks are fitted with special bodies and the Zambian Government's order is the largest ever placed in Britain for this particular type of haul unit. When in service the fleet will have a carrying capacity of 1,700 tons, and over a single haul of 72 miles will be able to move 1¼ million tons of open-cast coal per year. The trucks will be operating under severe tropical conditions over undulating terrain through bush country.

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of four columns numbered 4, 5 and 6. It is now known that column 6 (the lowest rate of duty) is in respect of goods produced or manufactured in the United Kingdom, the Channel Islands and the Isle of Man. Column 5 (a slightly higher rate than column 6) is in respect of goods produced or manfactured in other Commonwealth countries, plus the Republic of Ireland, South West Africa and the Republic of South Africa. The column 4 rate is therefore applicable to all other countries.

Inquiries relating to the new tariff should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) Regulations, 1966 published as Government Notice No. 318 revokes the Customs and Excise (Suspension) Regulations, 1965, published in the *Board of Trade Journal* (pages 166 and 167) on January 21 and subsequently amended.

These regulations which came into operation on January 1, 1967 list also in the Schedule below goods which are suspended to an extent sufficient to reduce such duties to the effective rates shown:

1 B.T.N. No.	2 Nomenclature	3	4	5 Effective Rates	6
15.12	Animal or vegetable oils and fats, wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared	per lb.	£0 0s. 1d.	Free	Free
15.13	Margarine, imitation lard and other prepared edible fats .	per lb.	£0 0s. 1d.	Free	Free
36.06	Matches (excluding Bengal matches)	per 7,200 matches	£0 1s. 0d.	£0 1s. 0d.	Free

(Britain pays the Column 6 rate of duty.)

RHODESIA

Suspension of duty

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 22), published as Rhodesia Notice No. 3 of January 6, amends the Customs and Excise (Suspension) Regulations, 1966 to the following extent:

First Schedule

(a) by the repeal of the following item –

	Effective Rates			
	Duty A	Duty B	Duty C	Duty D
Ex 162 (3) Calcined dolomite containing not less than 30% of total magnesium expressed as MgO . . *ad val.*	10%	5%	Free	Free

(b) by the insertion, under the appropriate headings, of the following items –

Ex 162 (3) Calcined dolomite, unslaked, containing not less than 1·5% of ferric oxide expressed as Fe_2O_3 . *ad val.*	10%	5%	Free	Free
Ex 260 Rubber tyres and tubes:				
(a) (v) Tyres, pneumatic, other, including the immediate wrapper and flaps:				
ex (L) Other:				
In sizes and marked 130 x 40, 2·75 x 16, 3.00 x 14 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.
(b) (ii) Tubes, n.e.e., other:				
ex (L) Other:				
In sizes and marked 130 x 40, 3·00 x 14 per lb.	£0 3s. 0d.	£0 1s. 6d.	£0 1s. 6d.	£0 0s. 9d.

(Britain pays the Column B rate of duty.)

Tariff notices

THE BOARD OF TRADE wish to remind United Kingdom exporters that they will continue to publish notices of changes in the Customs Tariff in Rhodesia, despite the fact that trade between the United Kingdom and Rhodesia is restricted.

This is to ensure that when normal trade is resumed, United Kingdom exporters will be aware of the rates of import duty which their exports to Rhodesia will attract.

CANADA

'Made in Canada' ruling

THE FOLLOWING ruling has been made in Canada for Canadian customs purposes:

Of 'a class or kind made in Canada':

Sensitized seismograph recording paper.

(Ruling effective February 16, 1967)

The above information is contained in Canadian Department of National Revenue Memorandum D51-24-1 dated January 16, 1967.

Federal sales tax

FURTHER INFORMATION has now been received from Canada about the increase in the Federal Sales Tax which was announced on page 46 of the *Board of Trade Journal* dated January 6, 1967. The Sales Tax has been increased from 11 per cent to 12 per cent with effect from January 1, 1967. The 1 per cent increase will apply to all goods previously subject to the tax except for the following items on which the old rate of tax will continue to be levied:

PRODUCTION MACHINERY & EQUIPMENT

The following articles:

(a) Machinery and apparatus sold to or imported by manufacturers or producers for use by them directly in the manufacture or production of goods;
(b) Equipment sold to or imported by manufacturers or producers for use by them for exhausting dust and noxious fumes produced by their manufacturing or producing operations;
(c) Safety devices and equipment sold to or imported by manufacturers or producers for use by them in the prevention of accidents in the manufacture or production of goods;
(d) Equipment sold to or imported by manufacturers or producers for use by them in carrying refuse or waste from machinery and apparatus used by them directly in the manufacture or production of goods;
(e) Gasoline powered and diesel powered self-propelled trucks mounted on rubber-tired wheels for off-highway use exclusively at mines and quarries;
(f) Internal combustion tractors, other than highway truck tractors, for use exclusively in the operation of logging, such operation to include the removal of the log from stump to skidway, log dump, or common or other carrier;
(g) Logging wagons and logging sleds;
(h) Machinery, logging cars, cranes, captive balloons having a volume of 150,000 cubic feet or more, blocks and tackle and wire rope; all the foregoing for use exclusively in the operation of logging, such operation to include the removal of the log from stump to skidway, log dump, or common or other carrier;
(i) Pipes or tubes commonly known as "oil-country goods", being casing or tubing and fittings, couplings, thread protectors and nipples therefor; drill pipe; all of the foregoing for use in connection with natural gas or oil wells;
(j) Machinery and apparatus, including drilling bits and seismic shot-hole casing, for use in exploration for or discovery or development of petroleum, natural gas or minerals;
(k) Repair and maintenance equipment sold to or imported by manufacturers or producers for use by them in servicing goods described in paragraphs (a) to (j) that are used by them;
(l) Parts for goods described in paragraphs (a) to (k);
(m) Drilling mud and additives therefor;
(n) Geophysical surveying precision instruments and equipment for use exclusively in prospecting for, or in the exploration and development of, petroleum, natural gas, water wells and minerals, or for geophysical studies for engineering projects, including the following: magnetometers; gravity meters and other instruments designed to measure the elements, variations and distortions of the natural gravitational force; field potentiometers, meggers, non-polarizing electrodes, and electrical equipment for making measurements in drill holes; instruments and equipment for seismic prospecting; geiger muller counters and other instruments for radioactive methods of geophysical prospecting; electrical and electronic amplifying devices and electrical thermostats designed to be used with any of the foregoing; repair parts, tripods and fitted carrying cases for any of the foregoing; and
(o) Articles and materials for use in the manufacture of goods described in paragraphs (a) to (n).

but not including:

(p) Goods for use by persons exempt from payment of consumption or sales tax under subsection (2) of section 34;

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(g) Office equipment; or
(r) Motor vehicles except those described in paragraphs (e) and (h).

BUILDING MATERIALS

The following goods:
1 Bricks; building tile; building blocks curved or shaped; and building stone.
2 Cast iron soil pipe and cast iron fittings therefor.
3 Chimneys for buildings, not including fireplaces; chimney caps.
4 Creosote oil and other wood preservatives when for use exclusively in the treatment of timber, poles or lumber.
5 Doors for buildings and door and window screens; locks, not including padlocks; latch sets, lock sets and parts thereof; hinges, not including checking floor hinges.
6 Drainage, waste and vent copper tubing from two inches to six inches in diameter with a wall thickness from .040 to .083 of an inch, for non-pressure applications, and fittings therefor.
7 Floor tile; hard surface composition yardage flooring for permanent bonding to floors and underlay therefor; materials to be incorporated in terrazzo flooring.
8 Glass for buildings.
9 Hard surface plastic laminated building materials.
10 Lumber; sash; shingles; lath; siding; stairways; cornice, frieze, pilasters and other units or members of wood milled for use as structural or architectural building components, not including assembled or un-assembled cabinets, counters, cupboards, furniture, ironing boards, work benches and similar installations.
11 Material for waterproofing and moisture-proofing buildings.
12 Paints; varnishes; white lead and paint oil.
13 Plaster; lime; cement and additives for concrete; prepared dry concrete mixes.
14 Plaster boards, fibreboard, wall panels, building paper, wallpaper and materials, manufactured wholly or in part of vegetable or mineral substances, for ceilings, walls, building insulation or acoustical purposes.
15 Precast concrete piles.
16 Prepared roofings for buildings; tar as asphalt for roofing.
17 Septic tanks and grease traps therefor.
18 Shower baths, bathtubs, basins, faucets, closets, lavatories, urinals, sinks and rims therefor and laundry tubs, not including repair parts therefor, nor pipes and pipe fittings.
19 Skylights.
20 Structural metal for buildings.
21 Ventilators and louvres, not motor operated.

HEATING EQUIPMENT

The following goods:
1 Ash handling and fuel handling equipment for use with furnaces for the heating of buildings, when connected directly to such furnaces and installed in the same buildings as such furnaces.
2 Blowers for use in warm air systems for the heating of buildings.
3 Circulating pumps for use in forced hot water heating systems for the heating of buildings.
4 Ducts for warm air, ventilating and air conditioning systems for buildings.
5 Electric heating equipment, designed for use on a system using 200 volts or greater, for permanent installation as part of an electric heating system for buildings, but not including electric wiring or other materials leading to or connecting such equipment to the electric power supply.
6 Fuel tanks for use with furnaces for the heating of buildings and connected directly to such furnaces.
7 Furnaces, stokers, oil or gas burners, hot water and steam radiators not including fittings, for the heating of buildings.
8 Room thermostats for use with permanent heating systems for the heating of buildings.

Inquiries about this notice should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468).

UNITED STATES

Sheet glass and watch movements: duty reductions

THE UNITED STATES President has cancelled the 'escape clause action' on watch movements and modified the 'action' on sheet glass.

The import duties on the items concerned accordingly revert to the trade agreement rates, which operated prior to July 27, 1954, for watch movements, and to June 17, 1962, for glass, except for the following glass items:

Item	Description	Duties per lb.		
		Trade Agreement Rate	Escape Action Rate	Modified Rate
	Ordinary glass weighing over 16 oz. but not over 28 oz. per sq. ft.:			
923·31	Measuring not over 40 united inches	0·7 cents	1·3 cents	1·1 cents
923·33	Measuring over 40 but not over 60 united inches	0·9 cents	1·6 cents	1·5 cents
923·35	Measuring over 60 but not over 100 united inches	1·1 cents	1·9 cents	1·5 cents
	Coloured or special glass weighing over 16 oz. but not over 28 oz. per sq. ft.:			
923.71	Measuring not over 40 united inches	0·7 cents +2½%	1·3 cents +2½%	1·1 cents +2½%
923·73	Measuring over 40 but not over 60 united inches	0·9 cents +2½%	1·6 cents +2½%	1.5 cents +2½%
923.75	Measuring over 60 but not over 90 united inches	1·1 cents +2½%	1·9 cents +2½%	1·5 cents +2½%

Inquiries about this notice may be addressed to Commercial Relations and Exports Department (United States Branch), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 3365).

Child Protection Act, 1966

THE United States Federal Hazardous Substances Labelling Act of 1960 was amended by the Child Protection Act enacted on November 3, 1966. This law changed the name of the original Act to the Federal Hazardous Substances Act and strengthened the Federal Government's authority to require all hazardous household substances and in general all products containing hazardous substances intended for use by children e.g. toys whether or not they are packaged, to be adequately labelled. In addition, the Act enables the Food and Drug Administration to ban from interstate commerce products which are so dangerous that adequate warnings for safe use cannot be given.

The new law provides that all labelling requirements of the Federal Act shall be uniform throughout the 50 states. Any state may, in its own discretion, ban the sale of a product – such as fireworks – which would not be banned under the Federal Act if properly labelled.

Inquiries relating to this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 457).

Labelling of hazardous substances

A NOTICE in the *Board of Trade Journal* of October 21, 1966 announced a proposed further amendment to the Regulations under the United States Federal Hazardous Substances Act. The Amendment has now been made and exempts certain cleaning and spot removing kits, and kits intended for use in coating, painting, antiquing, and similarly processing various surface, furniture, furnishings, equipment, sidings etc., from the full requirements of Section 2 (p) (1) of the Act provided certain other labelling requirements are met.

The amendment became effective on December 28, 1966.

Further details regarding this notice may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 456).

Guides relating to retail credit transactions

THE UNITED STATES Federal Trade Commission intend to issue Guides Relating to Retail Credit Transactions which are designed to eliminate unfair and deceptive practices being used by some retailers in making sales on credit.

The proposed Guides delineate pre-sale disclosures which the FTC's Bureau of Deceptive Practices deems necessary to fully inform credit purchasers as to their liability, total cost of the transaction, payment terms, and assignment of instalment contracts to third parties. Other provisions deal with disclosure of buyers' claims or defense to third party purchasers of credit instruments, designation of merchandise as security for other transactions, passage of title to buyer and prorating of credit payments.

In general, these proposed Guides would apply to purchases made by consumers on the instalment plan in which the seller retains the right to repossess the goods or in which the consumer executes a promissory note as security for the sale. Therefore, with one exception which deals with advertising, the Guides would *not* apply to purchases made under ordinary charge account or revolving credit account arrangements, nor to loan arrangements made by the consumer with banks and finance companies. The Guides would be applicable to transactions in the District of Columbia and to transactions outside the District of Columbia which are in interstate commerce.

Interested persons are invited to submit their written views on the proposed Guides in duplicate not later than February 24, 1967 to the Director, Bureau of Deceptive Practices, Federal Trade Commission, 6th Street and Pennsylvania Avenue, NW Washington, DC, 20580.

Inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2397).

COSTA RICA

Exchange control

THE Central Bank of Costa Rica ceased the sale of official exchange, with effect from January 2, except for the importaion of goods contained in a special list and for the payment of goods shipped before January 2. In the latter case, exporters must provide a certificate signed by a public accountant to enable the customer to apply for official exchange. At present, a draft Bill is before the Costa Rican National Assembly which will give the Central Bank authority to introduce a system of multiple exchange surcharges on imported goods ranging from nil up to 100 per cent. Goods not on the special list and shipped after January 2 may be cleared through the free exchange market prior to the date of promulgation of this Bill.

Details of goods on the special list may be obtained from Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 476).

TRINIDAD AND TOBAGO

Aid to Pioneer Industries Ordinance, 1950

THE FOLLOWING products have been declared 'pioneer products' for the purposes of the above law:

Rubber slab stocks.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated January 6, 1967, page 46.

THE Trinidad and Tobago Government is also considering whether the following products should be declared 'pioneer products' for the purposes of the above law:

Handicraft goods for export.

'Pioneer manufacturers' of these products will enjoy income-tax relief, duty-free importation of construction material, plant, machinery, etc., and other concessions. The Trinidad and Tobago Customs Laws also provide for the exemption from payment of import duties on raw materials by approved industrial activities.

Applications for pioneer status are processed by the Trinidad Industrial Development Corporation, Salvatori Building, Independence Square, Port of Spain, Trinidad (PO Box 949). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission (Commercial Department), PO Box 225, Port of Spain, Trinidad.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

JAMAICA

Import licensing arrangements

THE LIST OF exceptions to the Jamaican Open General Licence (see *Board of Trade Journal* of August 26, 1966, page 556) has been further amended:

(i) by the deletion of Item 64 (iv) and the substitution of:

'64: Machinery and equipment:

(iv) For the manufacture of detergents and soaps:

(a) Sulfonation or sulfation and neutralization equipment;
(b) Mixing, crutching, drying or plodding equipment;
(c) Colloid mills;
(d) Spray drying and conditioning equipment;
(e) Automatic continuous powder perfuming equipment.'

(ii) by the addition of the following new paragraph to Item 45 (flowers):

'(c) Dried floral material, whether natural or artificial.'

(iii) by the addition of the following new Items:

'134. Cables and wire for electricity.'
'135. Salt, packaged, refined.'

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 471).

Customs tariff changes

THE FIRST Schedule to the Jamaica Customs Tariff (Customs Duties) has been further amended by the deletion of item 899-05 and the substitution of the following:

Item No.	Class or Description of Goods	Unit		Rate of Duty	
		For Classification	For Duty	Preferential Tariff	General Tariff
	Buttons and studs of all materials except those of previous metals and precious stones:				
899-05.1	Blanks for buttons which the Collector-General is satisfied are imported for the manufacture of buttons .	lb.	value	10%	15%
899-05.9	Other.	lb.	value	20%	30%

The Second Schedule (Table of Exemptions from Import Duty) has been further amended by the addition of the following new items:

Radio equipment for radio amateur operators

90. Radio equipment imported by the Jamaica Amateur Radio Association which the Collector-General is satisfied, having regard either to a certificate of the Chief Post Office Engineer that the equipment is specially designed for the use of radio amateurs or to other evidence acceptable to the Collector-General, is imported solely for the use of members of the Association who are holders of experimental licences issued under Regulations made pursuant to section 3 of the Telegraph Control Law.

Raw materials used in manufacture of tyres, inner tubes or repair material

91. Raw materials which the Collector-General is satisfied are imported for use solely in the manufacture of tyres, inner tubes, or repair material for tyres or inner tubes, but a person licensed to manufacture the same under the Excise Duty Law, subject to such conditions (including the keeping and rendering of accounts) regard the use or disposal of such raw materials as the Collector-General may prescribe or impose.

Imports of Coffee

The Board of Trade have been advised that under the Import Prohibition (Coffee) Order, 1966, the importation into Jamaica of coffee other than:

(a) parchment coffee imported by the Coffee Industry Board in respect of which a permit has been granted by the Minister for the time being charged with responsibility for the subject of agriculture;
(b) green or clean coffee imported by the Coffee Industry Board in respect of which a permit has been granted by the said Minister;
(c) roasted coffee imported by the Coffee Industry Board in respect of which a permit has been granted by the said Minister; and
(*d*) soluble coffee imported by the Coffee Industry Board in respect of which a permit has been granted by the said Minister,

shall be and is hereby prohibited.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

BARBADOS

Industrial Incentives Act, 1963

THE FOLLOWING product has been declared an 'approved product' for the purposes of the Barbados Industrial Incentives Act, 1963:

Toothpaste.

A notice that consideration was being given to designate this product appeared in the *Board of Trade Journal* dated March 4, 1966, page 524.

Applications for approved status are processed by the Barbados Industrial Development Corporation, PO Box 250, Bridgetown, Barbados. It would be appreciated if firms writing to the Development Corporation would copy their initial correspondence to the British High Commission (Commercial Department), PO Box 676C, Bridgetown, Barbados.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

BRAZIL

New customs tariff

AS A RESULT of Decree Law No. 63 of November 21, 1966, a new Brazilian Customs Tariff will come into effect as from March 1 this year. On the same date all items that are still in the Special Category of imports will be automatically transferred to the General

Category, as was mentioned in the *Board of Trade Journal* of December 2, 1966. The Customs Policy Council is entitled to alter the rates of duty in the new tariff by up to 60 per cent *ad valorem* in either direction up to February 28, 1967, and Brazilian organizations interested in such readjustments are entitled to make representations to the Customs Policy Council through their respective national confederation. However, in no case will the tariff on any single item be in excess of 120 per cent. In addition, a notional minimum value, on which the *ad valorem* duties would be calculated, is to be established for certain items. These items have yet to be decided.

A translation of Decree Law No. 63 and a copy of the new Brazilian Customs Tariff may be consulted at the Tariff Section of Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4.

GUYANA

Imports from Sino-Soviet bloc countries

THE GUYANA Minister of Trade announced on November 25, 1966, that quotas have been established for goods to be imported from Sino-Soviet bloc countries during 1967 and that applications for import licences may now be submitted for consideration.

This follows an earlier announcement (see *Board of Trade Journal*, July 29, 1966, page 307) in which agents and importers were advised that the granting of licences for the importation of goods from these countries was suspended until further notice.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2627).

CHILE

Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 2455 of the Ministry of Finance, which was promulgated in the *Official Gazette* on December 22, 1966, the customs duty on hexyl, decyl and tridecyl alcohols (Customs Item No. 788) was reduced to US $0.05 gold per legal kilogram, and the *ad valorem* tax was reduced to 3 per cent. Both of these reductions are effective until December 31, 1967.

Amendments to import list

THE FOLLOWING amendments should be made to the Chilean List of Permitted and Prohibited Imports, notice of which was given in the *Board of Trade Journal* of December 25, 1964. The percentages of prior deposit and tax surcharge payable (see column 4) are the same, unless otherwise stated. If no figure is given, the percentage has yet to be fixed.

Section	Group	Item	Tax/Deposit
XII	66	Insert new item: Bodies for buses. Replace the item 'Complete taxibuses . . . .' by: Complete taxibuses weighing not more than 15,000 lbs. with 156 in. maximum distance between axles. Insert new item: Chassis with drivers' cabins for lorries, with not more than 158 in. distance between axles; fitted with hydraulic tipping mechanism but no hoppers; weighing more than 25,000 lbs. gross; and chassis with drivers' cabins for use off roads, with 4-wheel drive, without hoppers, weighing more than 25,000 lbs. gross.	

URUGUAY

Exemptions from surcharges and prior deposits

HM EMBASSY at Montevideo report that all radio equipment, including radio transmitters, receivers, valves and aerials, of whatever type, that is imported for the use of radio 'hams' has been exonerated from the payment of customs duties, import surcharges, prior deposits, and additional prior deposits. This follows the approval of a Law (No. 13,569) in October 1966, which designated the activities of radio amateurs in Uruguay as being in the national interest.

It is also reported that imports of natural and artificial alumina for the manufacture of aluminium sulphate (tariff number 42-782) have been exempted from the payment of additional prior deposits.

Imports of taxicabs

UNDER THE TERMS of a Uruguayan Decree published on November 9, 1966 the import of a limited number of motor cars has been authorized. The cars will be used exclusively as taxicabs, and in order to facilitate their import, surcharges and prior deposits will be waived.

Imports of second-hand plant and machinery

UNDER THE TERMS of a Uruguayan Decree published on November 23, 1966, the exemption from surcharges applicable to imports of second-hand plant and machinery was withdrawn.

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Index to statistics published regularly in the Board of Trade Journal

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Directory of Board of Trade departments and their work	27 May 1966
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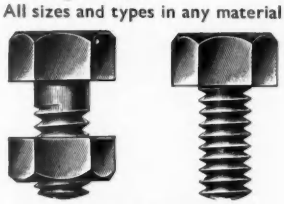

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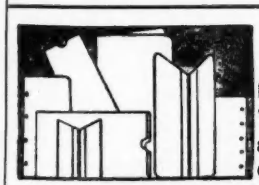

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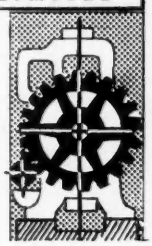

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